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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

OCTOBER 1985 SALES FOR COMMERCIAL HEAT TREATERS OFF 0.3% FROM OCTOBER 1984 TOTAL

October 1985 billings amounted to $42.9 million, down slightly from October 1984's total of $43.1 million.

For the period of January to October 1985, the Metal Treating Industry is up 5.3% from its 1984 performance. The 1985 total is $408.2 million compared to $387.8 million in 1984.

Only two districts experienced a decline in October from the same month in the previous year. But these two districts represent nearly one quarter (23.7%) of the industry's sales.

A summary of percentage change by geographic regions follows:

	District	Oct 85 vs. Oct 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	13.3	14.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	3.9	6.1
3	South Central (W.PA-OH-IN-KY)	4.6	5.7
4	Michigan	1.0	8.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.5	-0.9
6	North Central (IL-WI-MN-MO-IA)	-12.9	-7.1
7	Pacific Coast (CA-AZ-ORE-WASH)	3.0	11.7
8	Southwest (TX-OK-AR-CO-LA-UT)	-11.7	8.3
9	Canada	7.2	15.9

METAL TREATING INSTITUTE
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TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1985

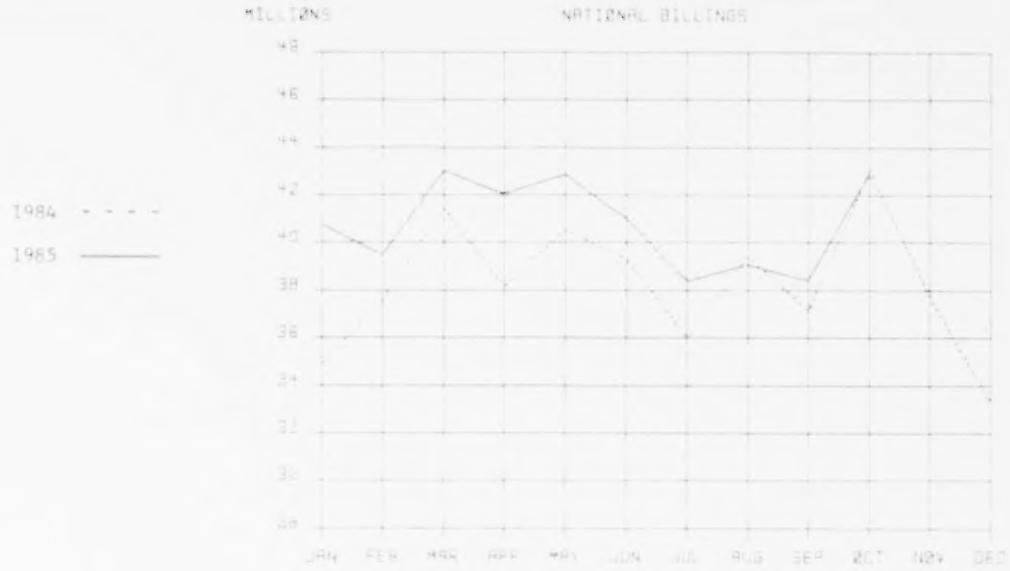
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	43076.1	42941.1	- 0.3	100.0	100.0
Dist. 1	17	2838.5	3215.7	13.3	6.6	7.5
Dist. 2	39	5029.2	5226.3	3.9	11.7	12.2
Dist. 3	59	7391.1	7732.8	4.6	17.2	18.0
Dist. 4	30	6603.0	6666.6	1.0	15.3	15.5
Dist. 5	23	1733.6	1760.2	1.5	4.0	4.1
Dist. 6	46	8355.0	7278.5	-12.9	19.4	16.9
Dist. 7	28	5836.3	6014.2	3.0	13.5	14.0
Dist. 8	27	3295.3	2908.5	-11.7	7.6	6.8
Dist. 9	9	1994.2	2138.3	7.2	4.6	5.0
Foreign	22					

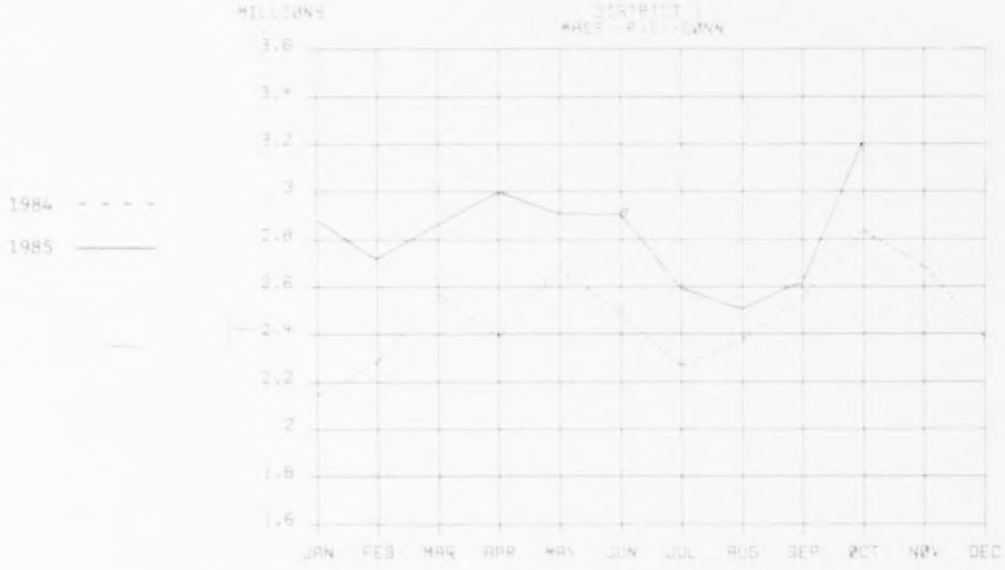
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	387756.1	408186.9	5.3	100.0	100.0
Dist. 1	24600.1	28224.2	14.7	6.3	6.9
Dist. 2	44615.9	47327.5	6.1	11.5	11.6
Dist. 3	67994.4	71884.8	5.7	17.5	17.6
Dist. 4	59410.9	64221.8	8.1	15.3	15.7
Dist. 5	17072.9	16911.0	- 0.9	4.4	4.1
Dist. 6	77562.8	72056.1	- 7.1	20.0	17.7
Dist. 7	51996.8	58092.8	11.7	13.4	14.2
Dist. 8	27696.8	29993.1	8.3	7.1	7.3
Dist. 9	16805.5	19475.6	15.9	4.3	4.8

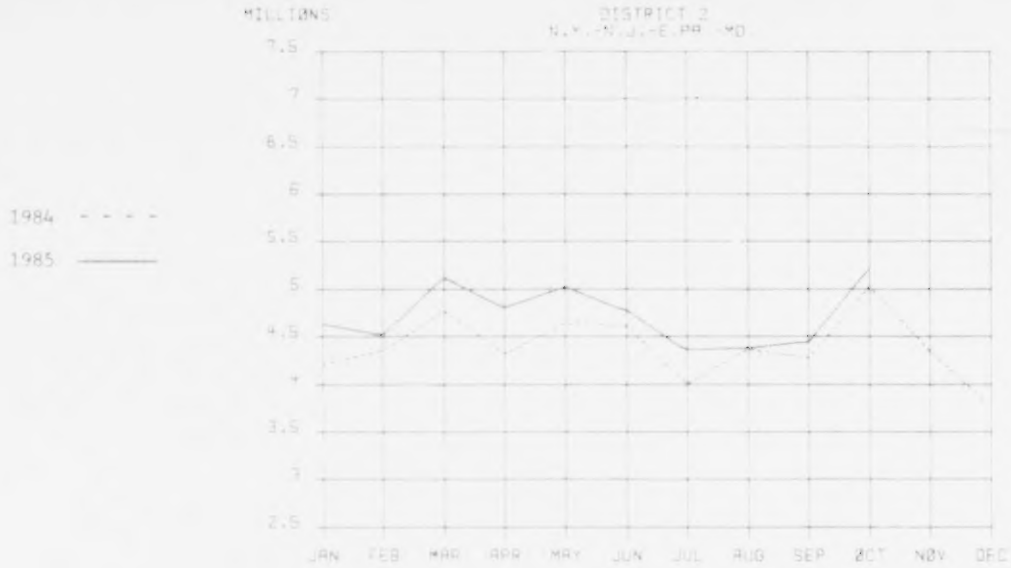
[1] Total MTI membership including firms that do not participate in monthly analysis.



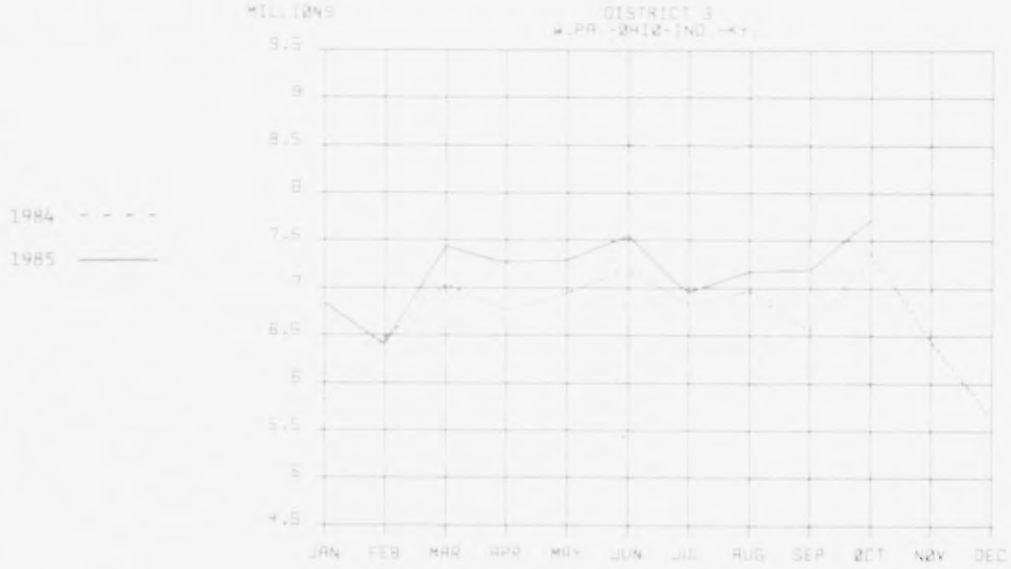
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.9	4.9	3.9	10.3	5.7	4.3	6.5	-0.9	3.5	-0.3		
% Change	Cumulative	16.9	10.7	8.2	8.7	8.1	7.4	7.3	6.3	6.0	5.3		



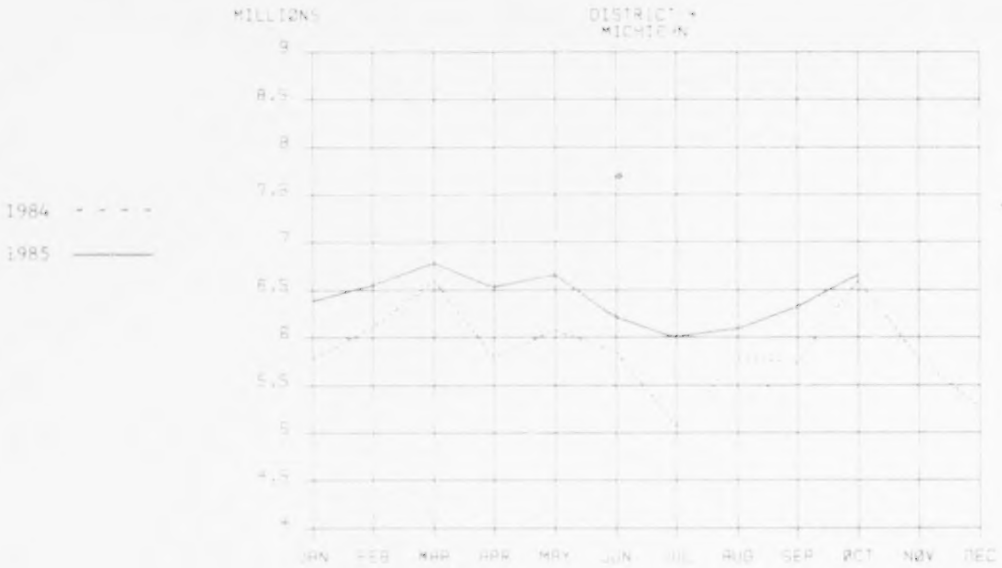
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	34.5	18.9	11.6	25.4	8.4	16.8	14.5	5.5	2.5	13.3		
% Change	Cumulative	34.5	26.5	21.0	22.1	19.1	18.7	18.1	16.6	14.9	14.7		



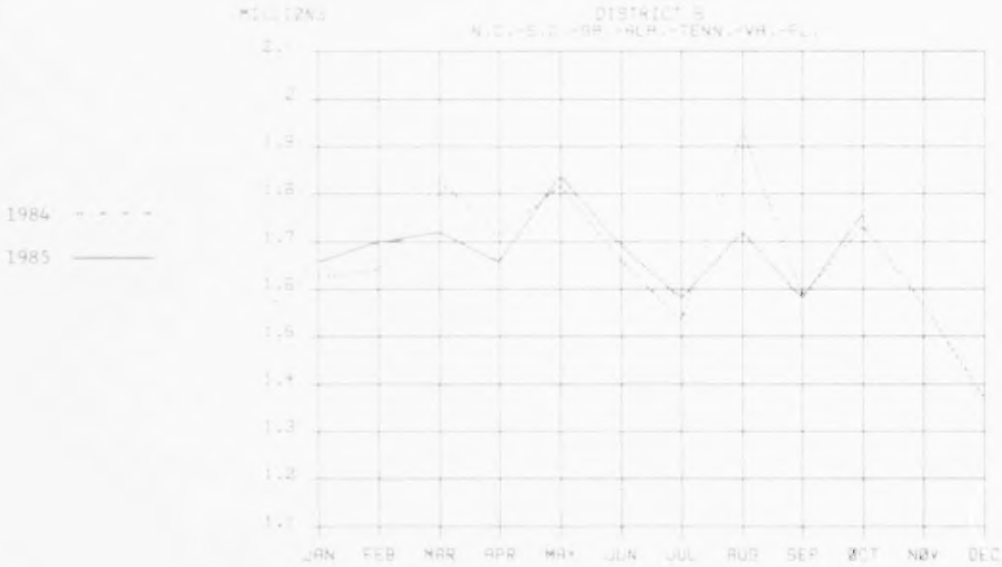
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.9	3.9	7.3	11.2	8.2	3.6	9.1	0.3	3.9	3.9		
% Change	Cumulative	9.9	6.9	7.0	8.1	8.1	7.3	7.6	6.6	6.4	6.1		



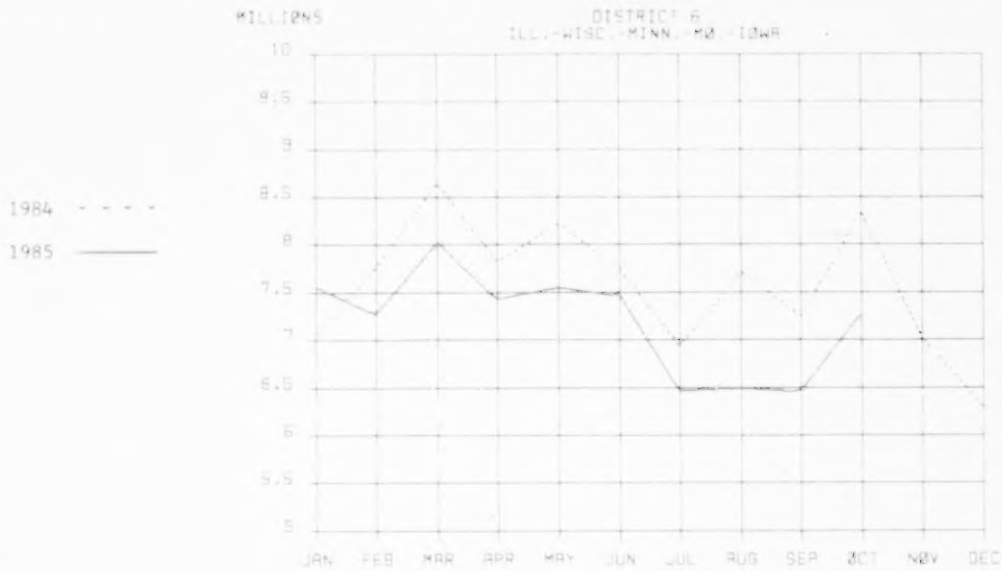
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	-1.0	5.6	7.7	4.9	4.9	1.7	2.9	9.8	4.6		
% Change	Cumulative	18.0	8.0	7.1	7.3	6.8	6.4	5.7	5.4	5.9	5.7		



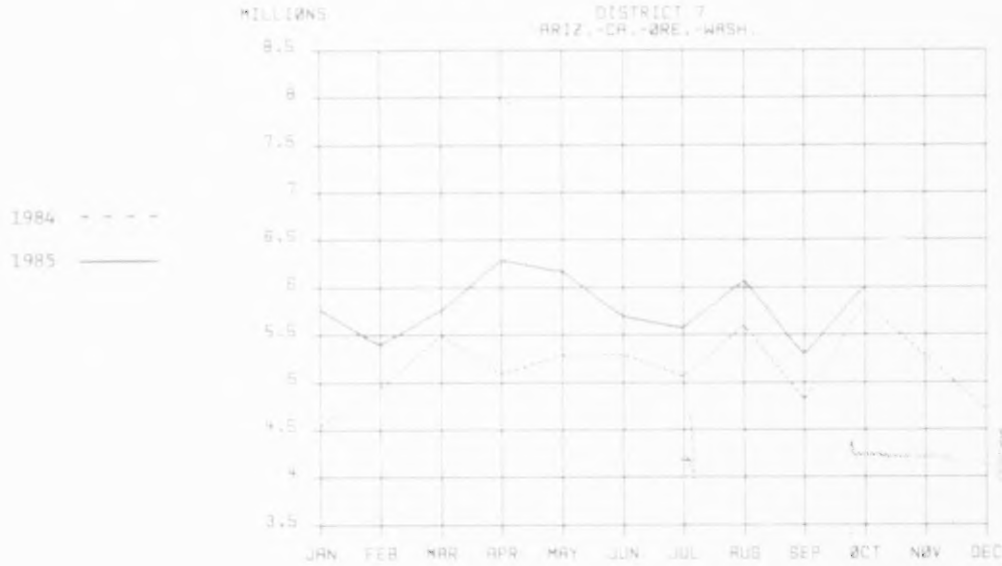
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.5	7.2	2.8	12.9	9.5	6.1	18.6	5.3	10.2	1.0		
% Change	Cumulative	10.5	8.8	6.7	8.1	8.4	8.0	9.3	8.8	9.0	8.1		



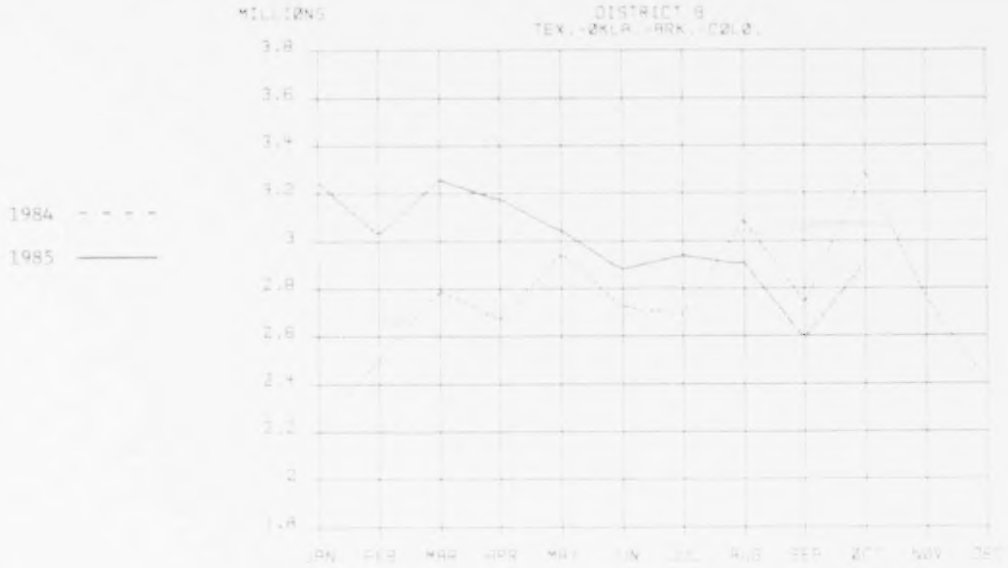
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.1	3.4	-5.9	-3.2	1.2	1.9	3.1	-11.1	-0.2	1.5		
% Change	Cumulative	2.1	2.8	-0.3	-1.0	-0.6	-0.2	0.2	- 1.3	-1.2	-0.9		



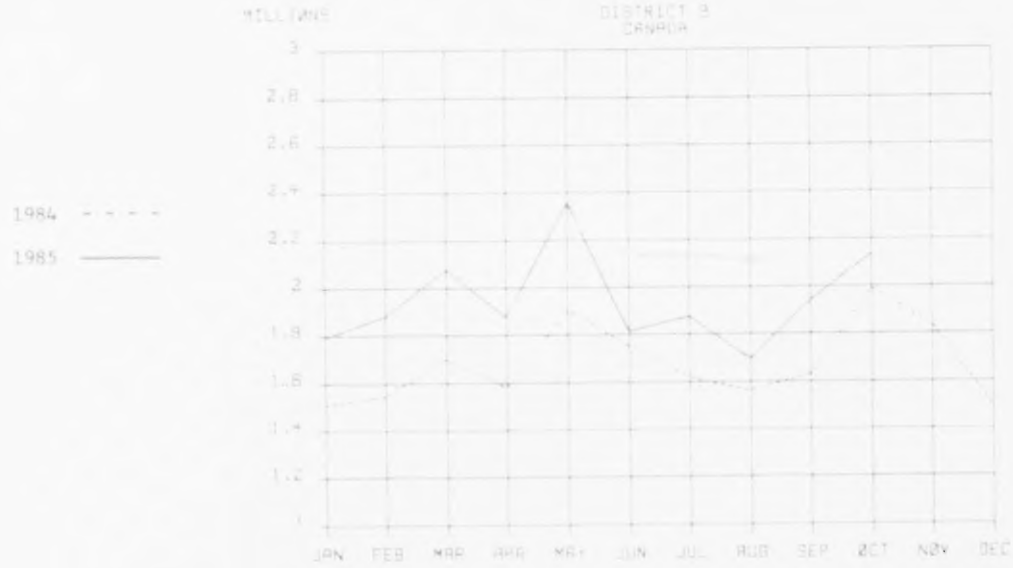
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.3	-6.4	-7.2	-4.9	-8.2	-3.4	-6.8	-15.9	-10.8	-12.9		
% Change	Cumulative	7.3	0.1	-2.6	-3.2	-4.2	-4.1	-4.5	- 5.9	- 6.4	- 7.1		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.1	9.2	4.9	23.6	16.8	7.6	10.1	8.6	9.9	3.0		
% Change	Cumulative	27.1	17.8	13.0	15.7	16.0	14.5	13.9	13.2	12.8	11.7		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	-5.9	-5.4	-11.7		
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1	11.0	8.3		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	21.9	22.1	19.0	23.8	3.6	15.9	8.8	18.9	7.2		
% Change	Cumulative	19.1	20.5	21.1	20.6	21.3	18.2	17.9	16.8	17.1	15.9		

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METAL TREATING INDUSTRY CONTINUES IMPROVEMENT OVER 1984 SALES PERFORMANCE

For November 1985, billings totaled $38.5 million, up 1.2% from the November 1984 figure of $38.0 million.

For the year-to-date, 1985 shows a 4.9% increase over 1984. For 1985 Commercial Heat Treaters have recorded $449.5 million in sales. The 1984 total for this period was $428.3 million.

Seven MTI districts improved their November 1984 performance. Eight districts exceeded 1984 year-to-date sales.

A summary of percentage change by geographic regions follows:

	District	Nov 85 vs. Nov 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	5.7	13.9
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.3	5.7
3	South Central (W.PA-OH-IN-KY)	5.3	5.7
4	Michigan	8.6	8.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.3	0.6
6	North Central (IL-WI-MN-MO-IA)	-13.8	-7.7
7	Pacific Coast (CA-AZ-ORE-WASH)	4.9	11.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-11.8	6.5
9	Canada	24.1	16.7

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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1985

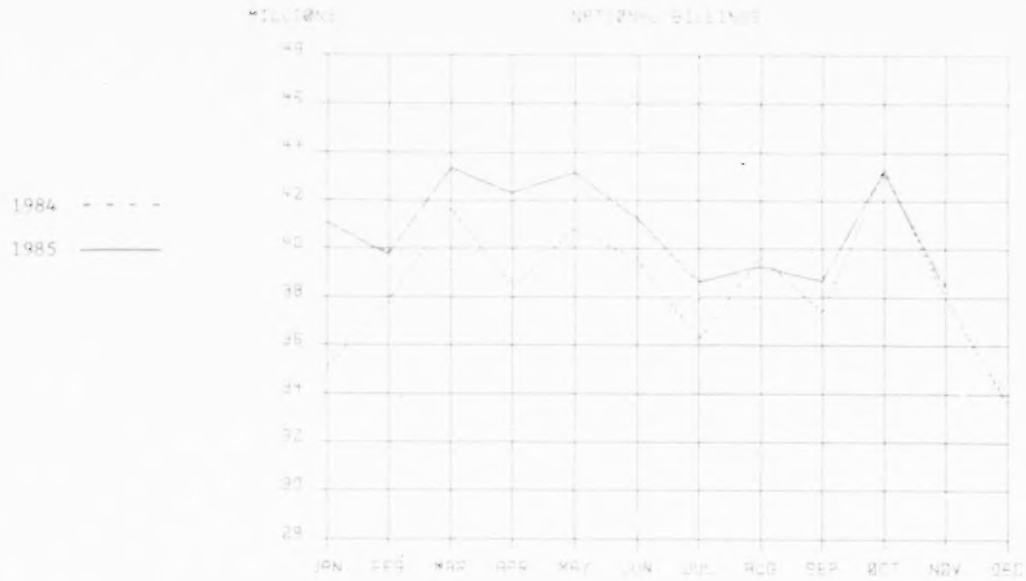
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	38007.5	38467.0	1.2	100.0	100.0
Dist. 1	17	2687.6	2840.4	5.7	7.1	7.4
Dist. 2	39	4347.2	4403.0	1.3	11.4	11.4
Dist. 3	59	6447.9	6790.7	5.3	17.0	17.7
Dist. 4	30	5775.9	6271.5	8.6	15.2	16.3
Dist. 5	23	1847.1	1853.3	0.3	4.9	4.8
Dist. 6	46	7021.5	6052.7	-13.8	18.5	15.7
Dist. 7	28	5280.7	5539.1	4.9	13.9	14.4
Dist. 8	27	2761.6	2434.8	-11.8	7.3	6.3
Dist. 9	9	1838.0	2281.4	24.1	4.8	5.9
Foreign	22					

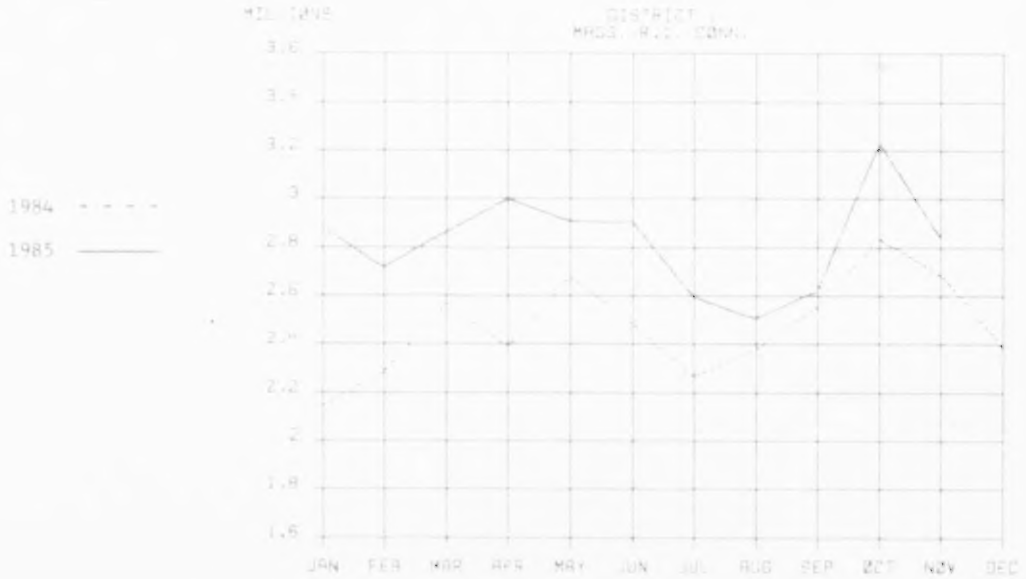
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	428286.6	449472.8	4.9	100.0	100.0
Dist. 1	27287.7	31079.6	13.9	6.4	6.9
Dist. 2	48963.0	51732.5	5.7	11.4	11.5
Dist. 3	74442.2	78675.5	5.7	17.4	17.5
Dist. 4	65186.8	70493.3	8.1	15.2	15.7
Dist. 5	21443.0	21566.3	0.6	5.0	4.8
Dist. 6	84584.4	78108.8	- 7.7	19.7	17.4
Dist. 7	57277.6	63631.9	11.1	13.4	14.2
Dist. 8	30458.4	32427.9	6.5	7.1	7.2
Dist. 9	18643.5	21757.0	16.7	4.4	4.8

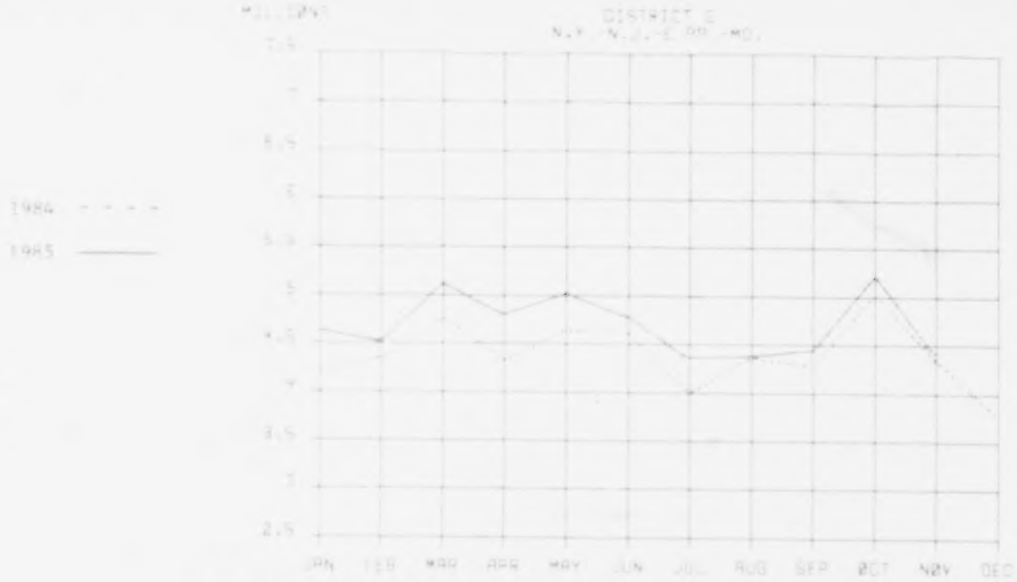
[1] Total MTI membership including firms that do not participate in monthly analysis.



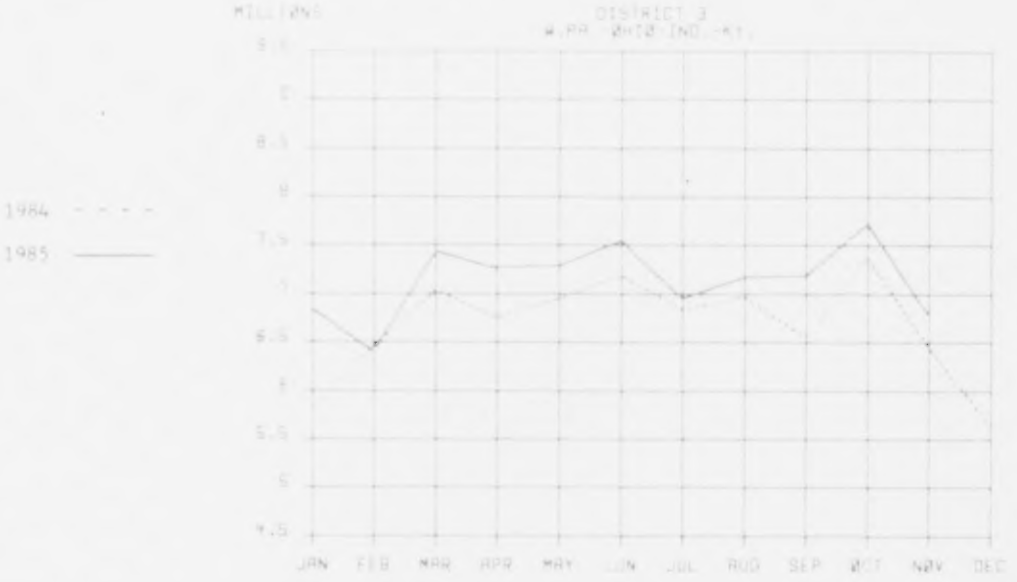
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.1	5.1	3.9	10.3	5.7	4.3	6.5	-1.0	3.5	-0.3	1.2	
% Change	Cumulative	17.1	10.9	8.4	8.8	8.2	7.7	7.4	6.3	6.0	5.3	4.9	



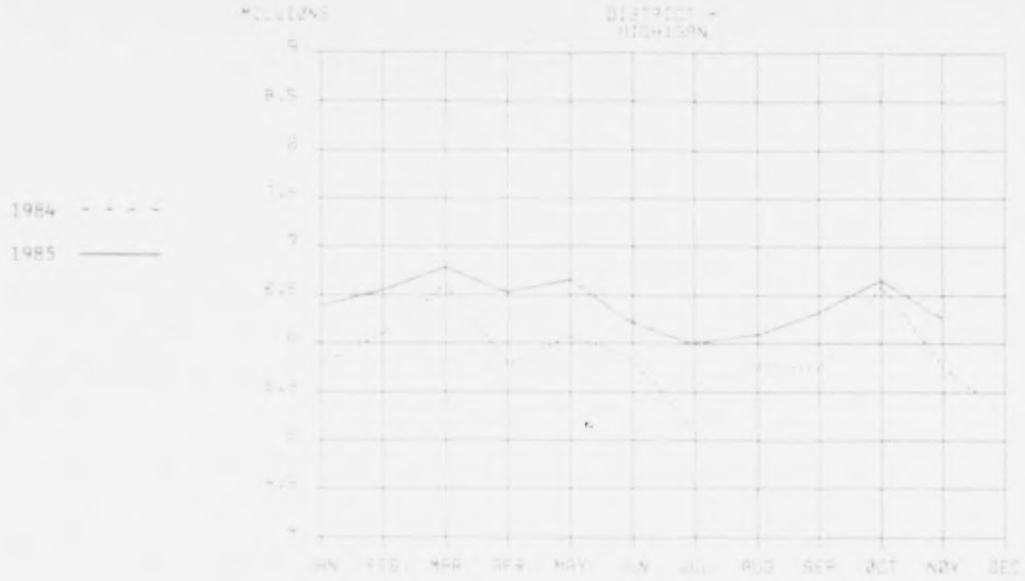
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	34.5	18.9	11.6	25.4	8.6	16.8	14.5	5.5	2.5	13.8	5.7	
% Change	Cumulative	34.5	26.5	21.0	22.1	19.1	18.7	18.1	16.6	14.9	14.8	13.9	



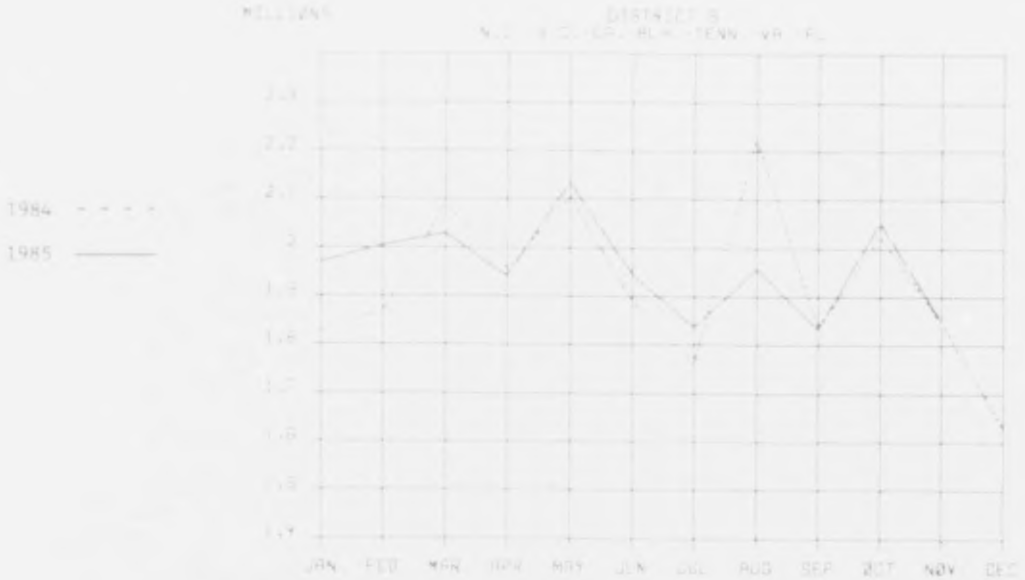
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.9	3.9	7.3	11.2	8.2	3.6	9.1	0.3	3.9	4.0	1.3	
% Change	Cumulative	9.9	6.9	7.0	8.1	8.1	7.3	7.6	6.6	6.4	6.1	5.7	



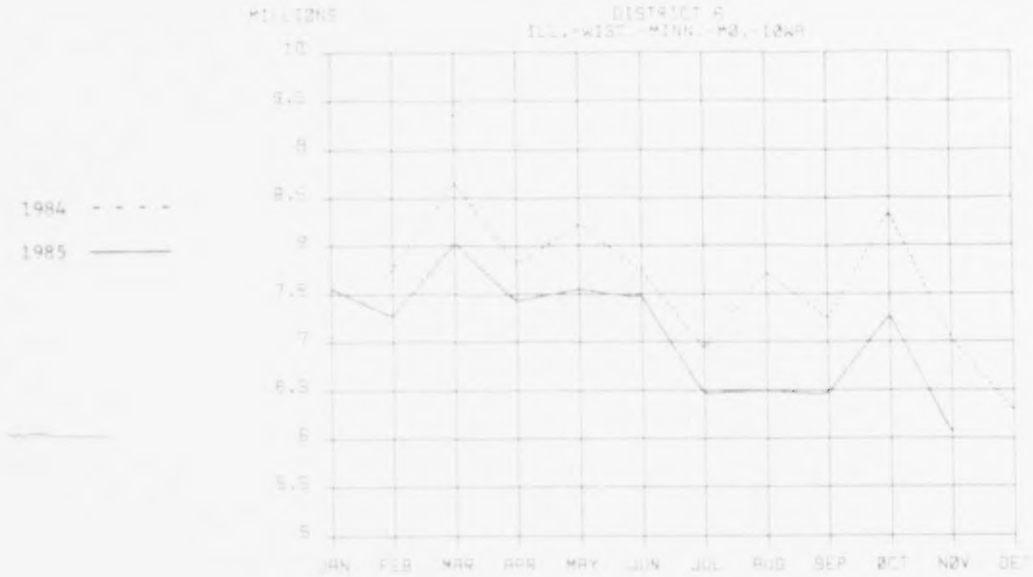
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	-1.0	5.6	7.7	4.9	4.9	1.7	2.9	9.8	4.6	5.3	
% Change	Cumulative	18.0	8.0	7.1	7.3	6.8	6.4	5.7	5.4	5.9	5.7	5.7	



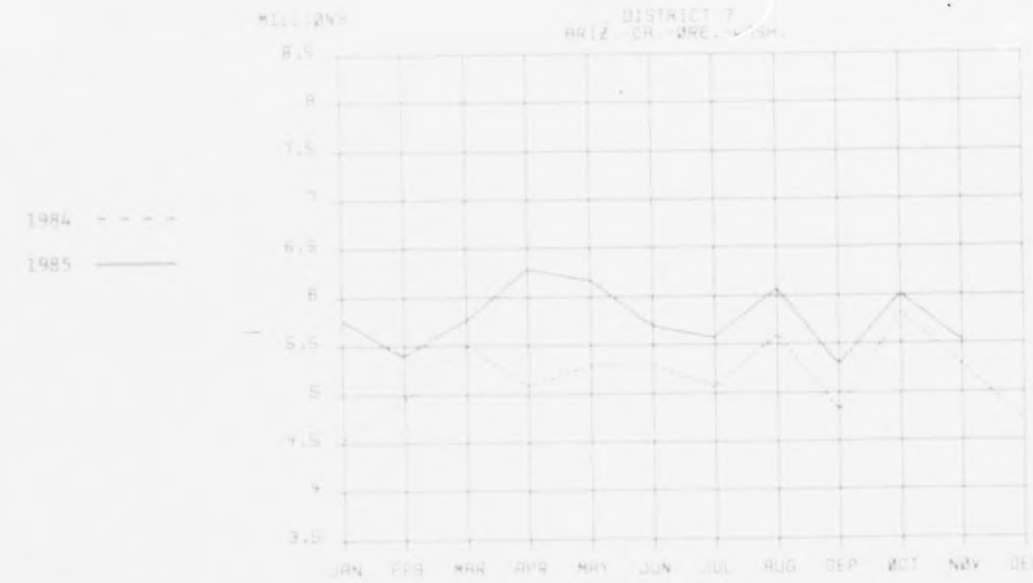
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.5	7.2	2.8	12.9	9.5	6.1	18.6	5.3	10.2	1.0	8.6	
% Change	Cumulative	10.5	8.8	6.7	8.1	8.4	8.0	9.3	8.8	9.0	8.1	8.1	



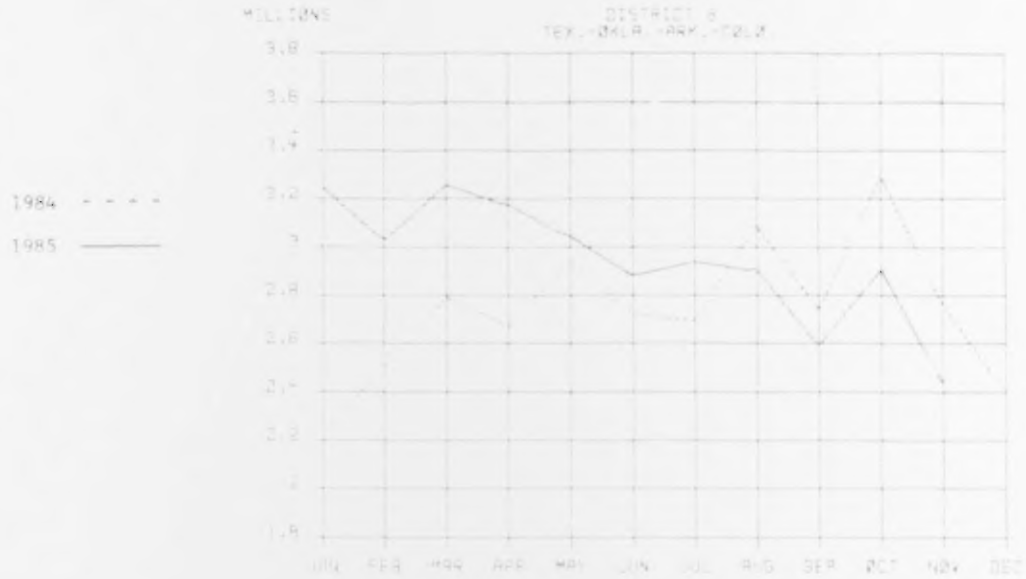
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	7.2	-2.9	-0.7	1.3	2.8	4.3	-12.0	0.0	1.3	0.3	
% Change	Cumulative	7.7	7.5	3.7	2.6	2.3	2.4	2.7	0.6	0.5	0.6	0.6	



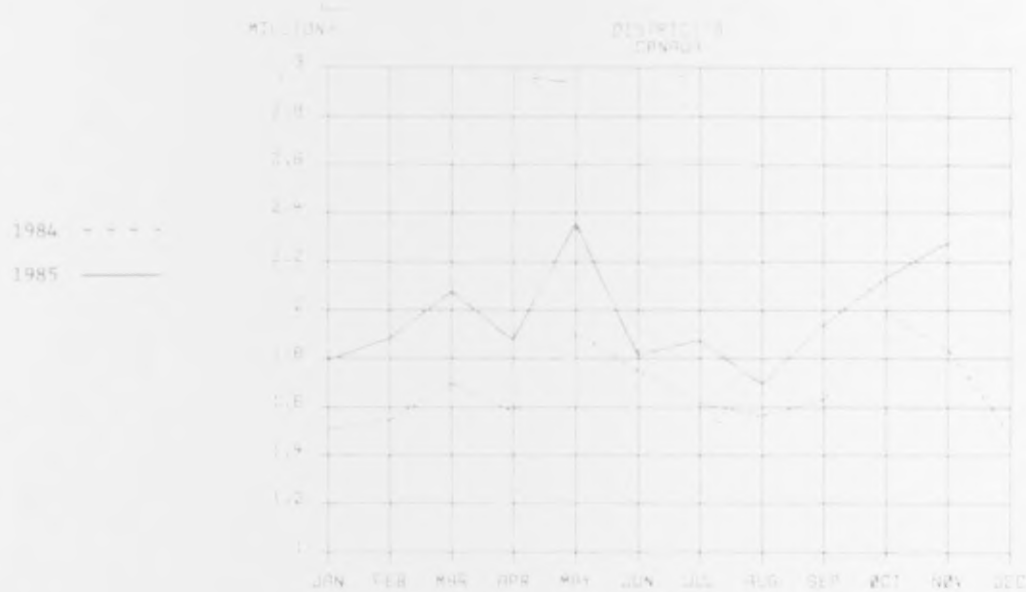
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.3	-6.4	-7.2	-4.9	-8.2	-3.4	-6.8	-15.9	-10.8	-12.9	-13.8	
% Change	Cumulative	7.3	0.1	-2.6	-3.2	-4.2	-4.1	-4.5	- 5.9	- 6.4	- 7.1	- 7.7	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.1	9.2	4.9	23.6	16.8	7.6	10.1	8.6	9.9	3.0	4.9	
% Change	Cumulative	27.1	17.8	13.0	15.7	16.0	14.5	13.9	13.2	12.8	11.7	11.1	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	-5.9	-5.4	-11.7	-11.8	
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1	11.0	8.3	6.5	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	21.9	22.1	19.0	23.8	3.6	15.9	8.8	18.9	7.2	24.1	
% Change	Cumulative	19.1	20.5	21.1	20.6	21.3	18.2	17.9	16.8	17.1	15.9	16.7	

2/3/86
AL376-1

MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

For further editorial information contact
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1985 SALES FOR COMMERCIAL HEAT TREATERS EXCEED 1984 TOTAL BY 4.9%

Total billings for calendar year 1985 amounted to $484.5 million, up from $461.9 million in 1984. 1985's sales performance did not match 1984's gains (+31.0%), but was well above that for 1983 (-4.1).

Metal Treating Industry billings for December 1985 were $35.2 million, up 4.9% from the December 1984 figure of $33.6 million.

Six out of nine MTI districts recorded gains over their December 1984 totals. All but one district exceeded 1984's year-end performance.

A summary of percentage change by geographic regions follows:

	District	Dec 85 vs. Dec 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	17.5	14.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.2	5.6
3	South Central (W.PA-OH-IN-KY)	12.2	6.1
4	Michigan	-2.0	7.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	11.1	1.3
6	North Central (IL-WI-MN-MO-IA)	-9.2	-7.8
7	Pacific Coast (CA-AZ-ORE-WASH)	13.4	10.9
8	Southwest (TX-OK-AR-CO-LA-UT)	-8.7	5.4
9	Canada	30.3	17.7

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1985

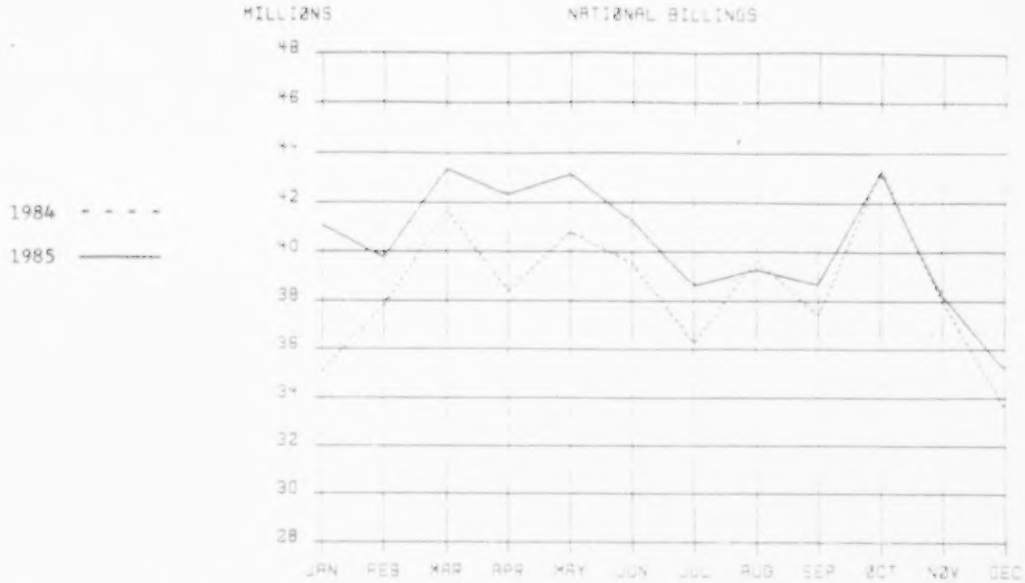
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	33592.2	35230.1	4.9	100.0	100.0
Dist. 1	17	2390.8	2810.4	17.5	7.1	8.0
Dist. 2	39	3766.5	3924.7	4.2	11.2	11.1
Dist. 3	59	5643.7	6331.9	12.2	16.8	18.0
Dist. 4	30	5270.1	5166.6	- 2.0	15.7	14.7
Dist. 5	23	1631.4	1812.9	11.1	4.9	5.1
Dist. 6	46	6291.5	5714.6	- 9.2	18.7	16.2
Dist. 7	28	4703.5	5331.8	13.4	14.0	15.1
Dist. 8	27	2400.5	2190.8	- 8.7	7.1	6.2
Dist. 9	9	1494.1	1946.5	30.3	4.4	5.5
Foreign	22					

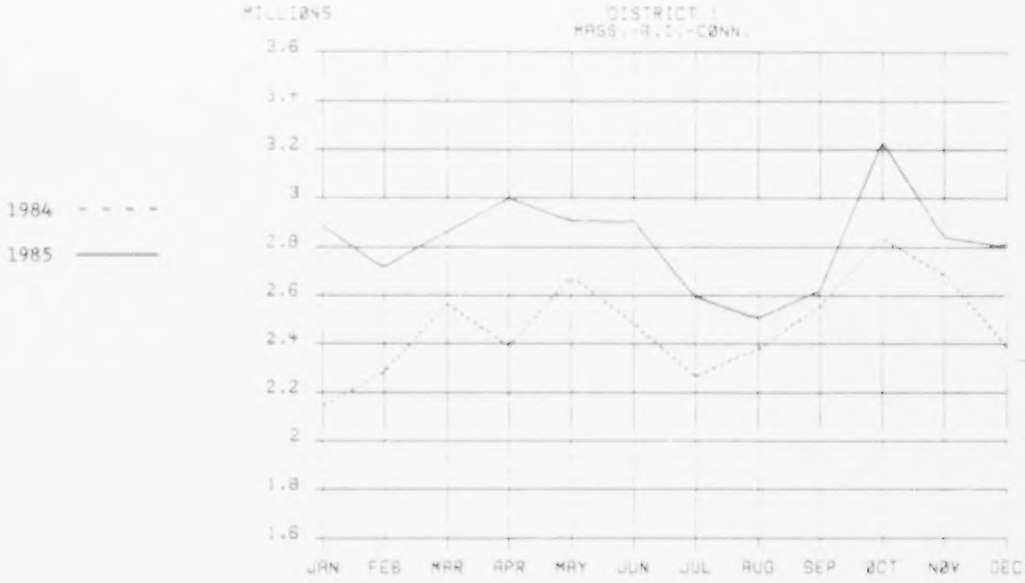
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	461878.8	484486.0	4.9	100.0	100.0
Dist. 1	29678.6	33890.0	14.2	6.4	7.0
Dist. 2	52729.6	55657.2	5.6	11.4	11.5
Dist. 3	80086.0	85007.4	6.1	17.3	17.5
Dist. 4	70456.9	75659.9	7.4	15.3	15.6
Dist. 5	23074.4	23379.2	1.3	5.0	4.8
Dist. 6	90875.9	83823.4	- 7.8	19.7	17.3
Dist. 7	61981.0	68746.8	10.9	13.4	14.2
Dist. 8	32858.9	34618.7	5.4	7.1	7.1
Dist. 9	20137.6	23703.5	17.7	4.4	4.9

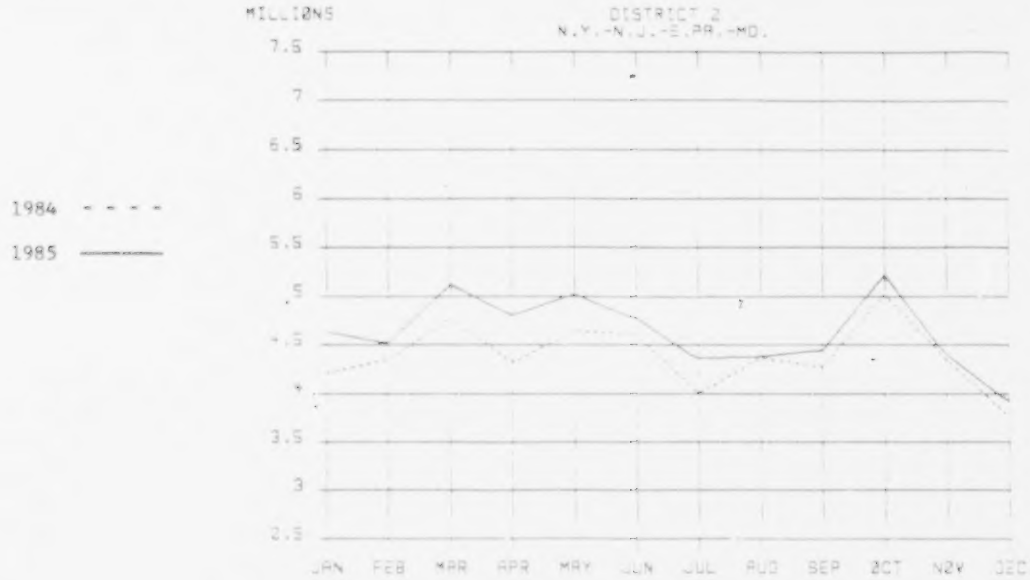
[1] Total MTI membership including firms that do not participate in monthly analysis.



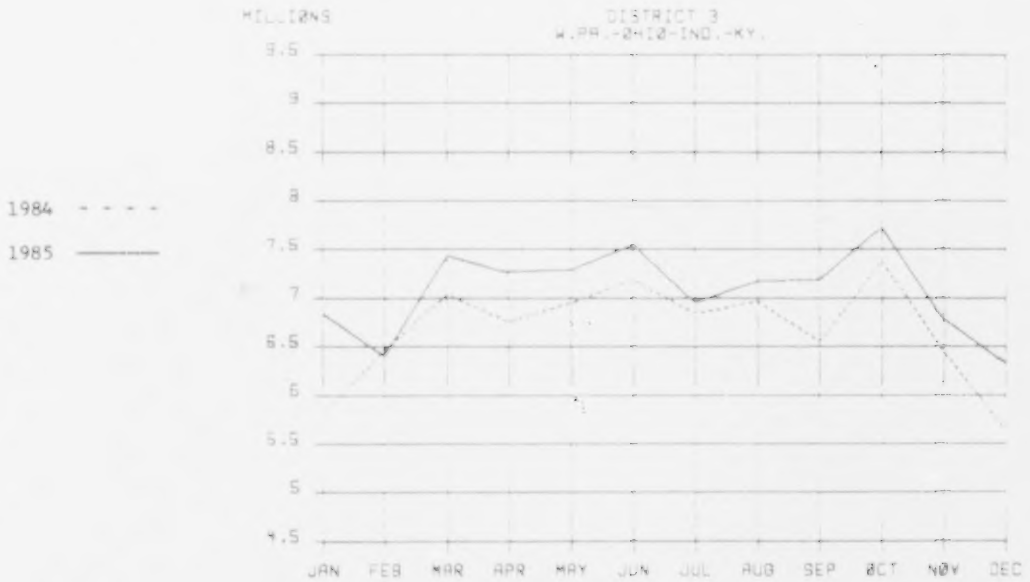
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.1	5.1	3.9	10.3	5.7	4.3	6.5	-1.0	3.5	-0.3	0.6	4.9
% Change	Cumulative	17.1	10.9	8.6	8.8	8.2	7.5	7.4	6.3	6.0	5.3	4.9	4.9



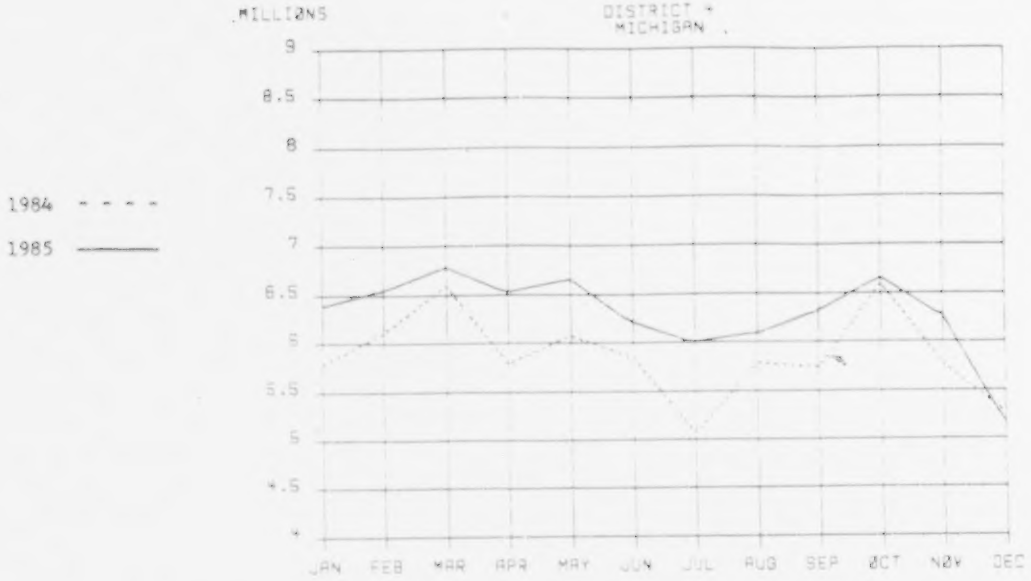
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	34.5	18.9	11.6	25.4	8.6	16.8	14.5	5.5	2.5	13.8	5.7	17.5
% Change	Cumulative	34.5	26.5	21.0	22.1	19.1	18.7	18.1	16.6	14.9	14.8	13.9	14.2



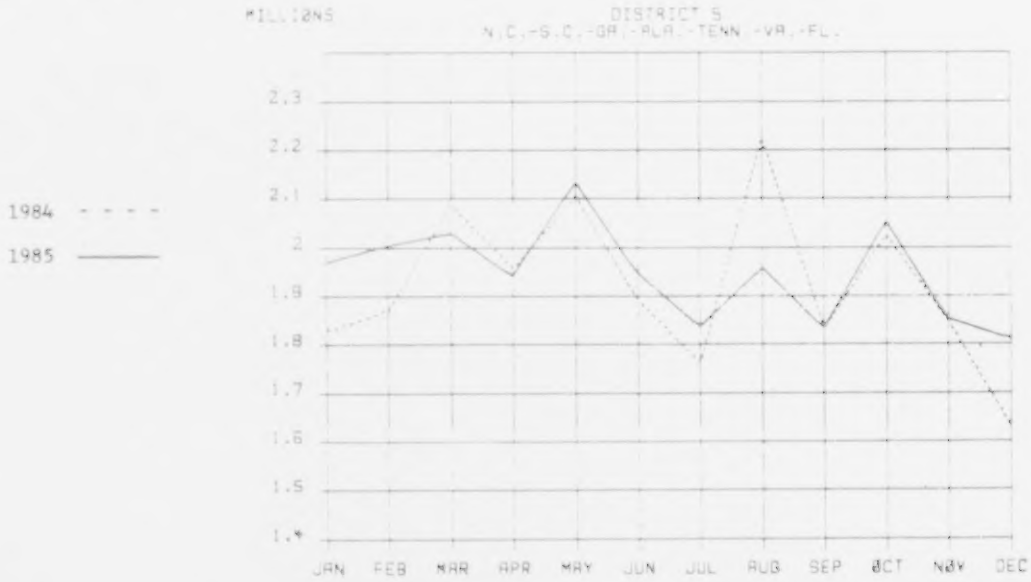
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.9	3.9	7.3	11.2	8.2	3.6	9.1	0.3	3.9	4.0	1.3	4.2
% Change	Cumulative	9.9	6.9	7.0	8.1	8.1	7.3	7.6	6.6	6.4	6.1	5.7	5.6



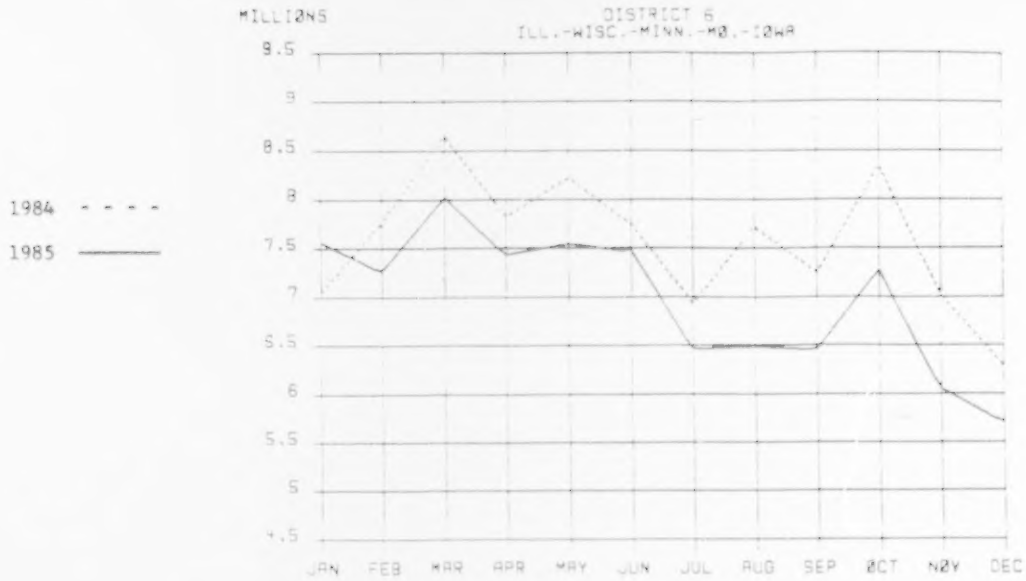
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	-1.0	5.6	7.7	4.9	4.9	1.7	2.9	9.8	4.6	5.3	12.2
% Change	Cumulative	18.0	8.0	7.1	7.3	6.8	6.4	5.7	5.4	5.9	5.7	5.7	6.1



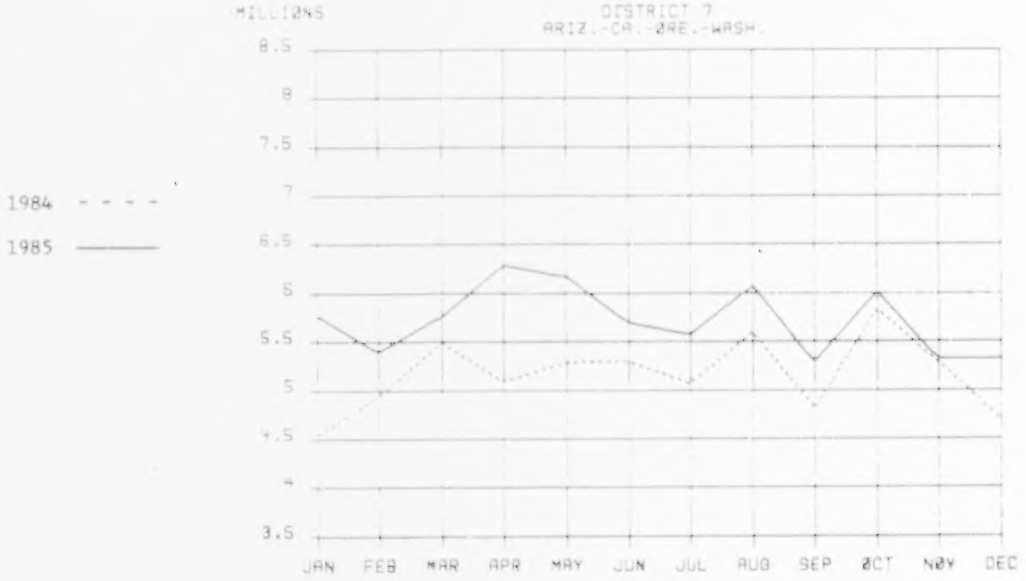
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.5	7.2	2.8	12.9	9.5	6.1	18.6	5.3	10.2	1.0	8.6	-2.0
% Change	Cumulative	10.5	8.8	6.7	8.1	8.4	8.0	9.3	8.8	9.0	8.1	8.1	7.4



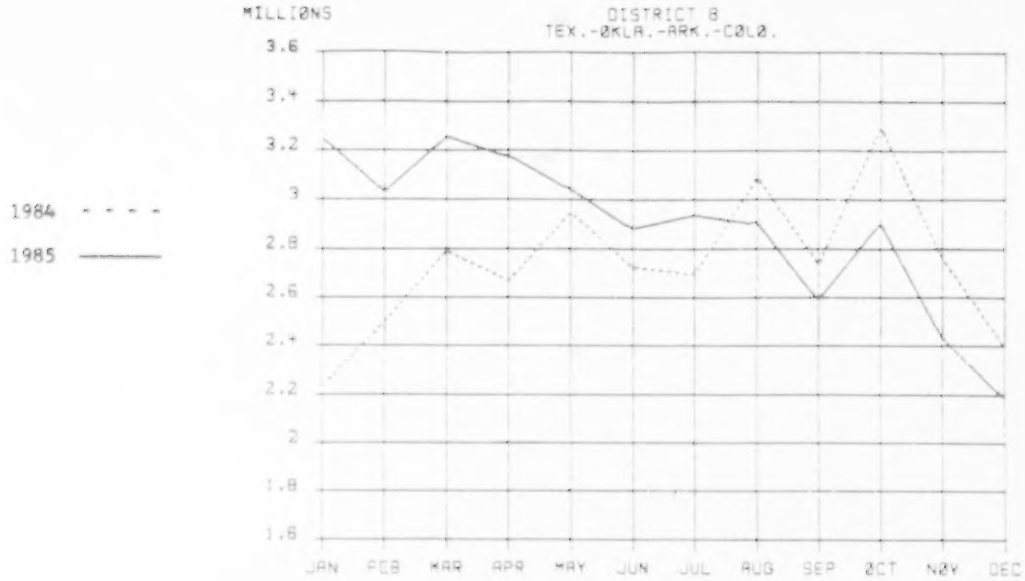
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	7.2	-2.9	-0.7	1.3	2.8	4.3	-12.0	0.0	1.3	0.3	11.1
% Change	Cumulative	7.7	7.5	3.7	2.6	2.3	2.4	2.7	0.6	0.5	0.6	0.6	1.3



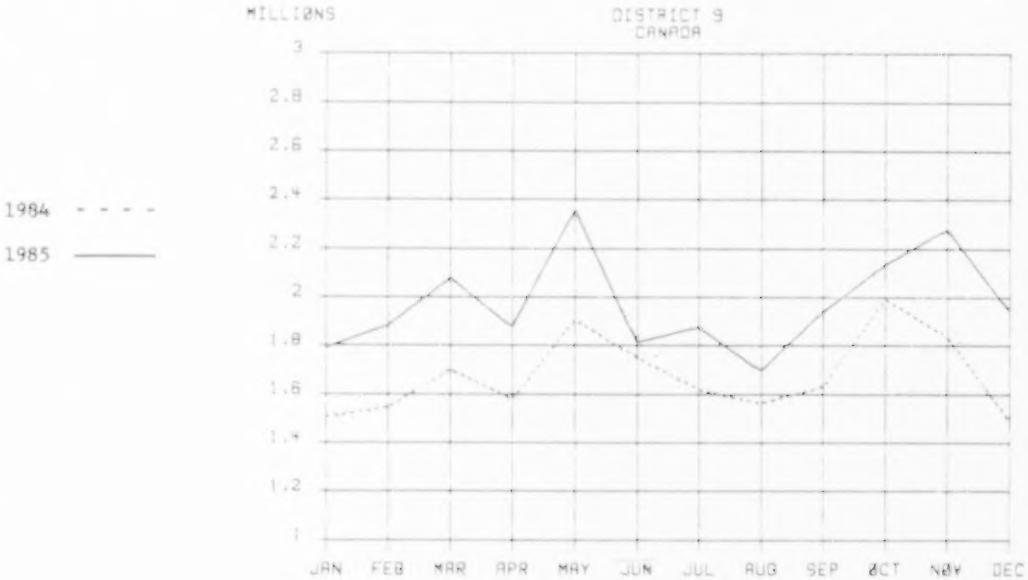
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.3	-6.4	-7.2	-4.9	-8.2	-3.4	-6.8	-15.9	-10.8	-12.9	-13.8	-9.2
% Change	Cumulative	7.3	0.1	-2.6	-3.2	-4.2	-4.1	-4.5	- 5.9	- 6.4	- 7.1	- 7.7	-7.8



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.1	9.2	4.9	23.6	16.8	7.6	10.1	8.6	9.9	3.0	0.8	13.4
% Change	Cumulative	27.1	17.8	13.0	15.7	16.0	14.5	13.9	13.2	12.8	11.7	10.7	10.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	-5.9	-5.4	-11.7	-11.8	- 8.7
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1	11.0	8.3	6.5	5.4



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	21.9	22.1	19.0	23.8	3.6	15.9	8.8	18.9	7.2	24.1	30.3
% Change	Cumulative	19.1	20.5	21.1	20.6	21.3	18.2	17.9	16.8	17.1	15.9	16.7	17.7

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FOR RELEASE: IMMEDIATELY

JANUARY 1986 SALES FOR METAL TREATING INDUSTRY OFF SLIGHTLY FROM JANUARY 1985

January 1986 billings amounted to $40.8 million, off 0.7% from the January 1985 total of $41.1 million.

January 1986 sales exceeded those for December 1985 by 15.9%.

Six out of nine MTI districts improved over their January 1985 performance.

A summary of percentage change by geographic regions follows:

	District	Jan 86 vs. Jan 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	8.5	8.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 1.3	- 1.3
3	South Central (W.PA-OH-IN-KY)	6.7	6.7
4	Michigan	0.2	0.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	9.1	9.1
6	North Central (IL-WI-MN-MO-IA)	-11.6	-11.6
7	Pacific Coast (CA-AZ-ORE-WASH)	1.3	1.3
8	Southwest (TX-OK-AR-CO-LA-UT)	-17.5	-17.5
9	Canada	14.6	14.6

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1985

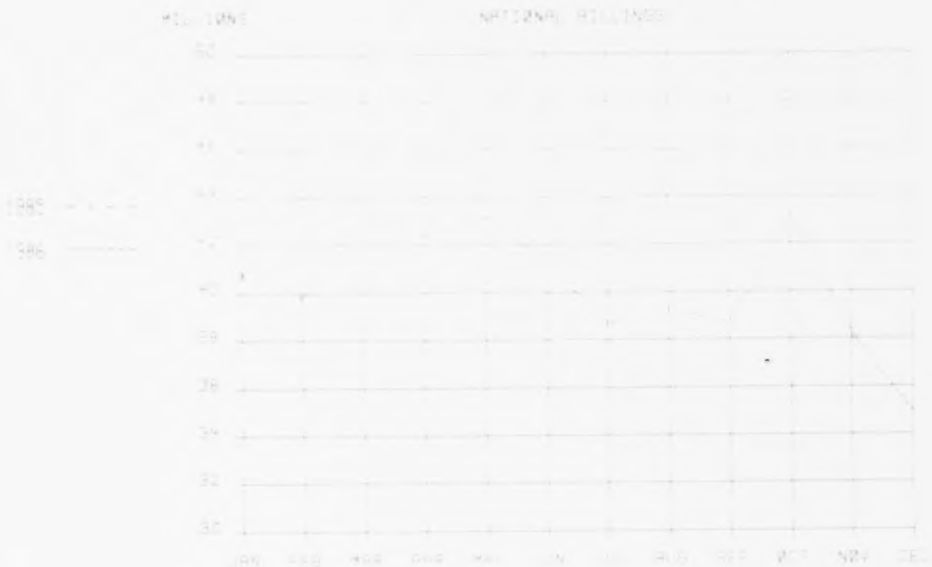
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	41107.6	40832.7	- 0.7	100.0	100.0
Dist. 1	17	2885.1	3131.2	8.5	7.0	7.7
Dist. 2	44	4633.4	4574.3	- 1.3	11.3	11.2
Dist. 3	60	6847.6	7303.5	6.7	16.7	17.9
Dist. 4	33	6386.6	6397.9	0.2	15.5	15.7
Dist. 5	23	1970.4	2149.5	9.1	4.8	5.3
Dist. 6	49	7566.5	6687.9	-11.6	18.4	16.4
Dist. 7	41	5776.8	5852.0	1.3	14.1	14.3
Dist. 8	25	3246.4	2679.4	-17.5	7.9	6.6
Dist. 9	16	1794.9	2056.8	14.6	4.4	5.0
Foreign	11					

BILLINGS TO DATE

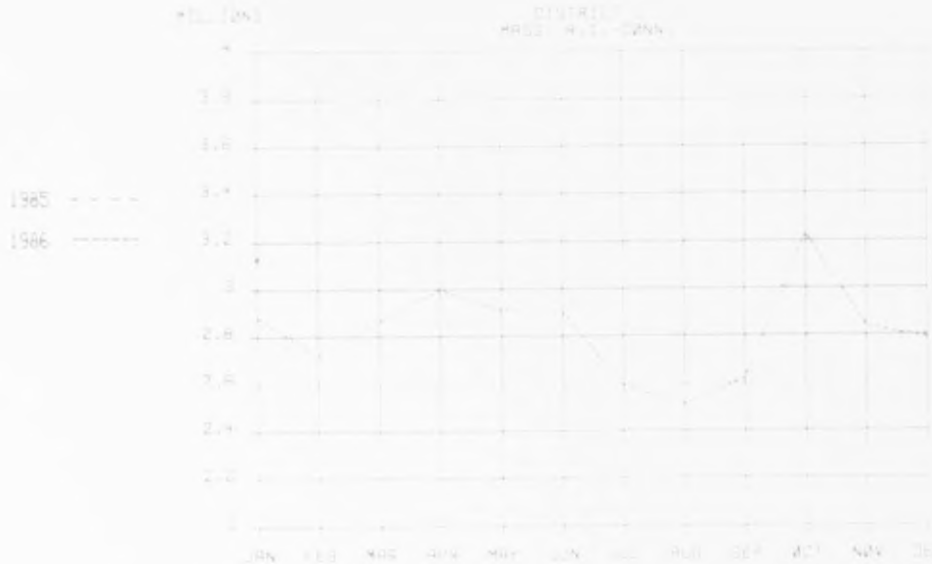
	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	41107.6	40832.7	- 0.7	100.0	100.0
Dist. 1	2885.1	3131.2	8.5	7.0	7.7
Dist. 2	4633.4	4574.3	- 1.3	11.3	11.2
Dist. 3	6847.6	7303.5	6.7	16.7	17.9
Dist. 4	6386.6	6397.9	0.2	15.5	15.7
Dist. 5	1970.4	2149.5	9.1	4.8	5.3
Dist. 6	7566.5	6687.9	-11.6	18.4	16.4
Dist. 7	5776.8	5852.0	1.3	14.1	14.3
Dist. 8	3246.4	2679.4	-17.5	7.9	6.6
Dist. 9	1794.9	2056.8	14.6	4.4	5.0

[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86

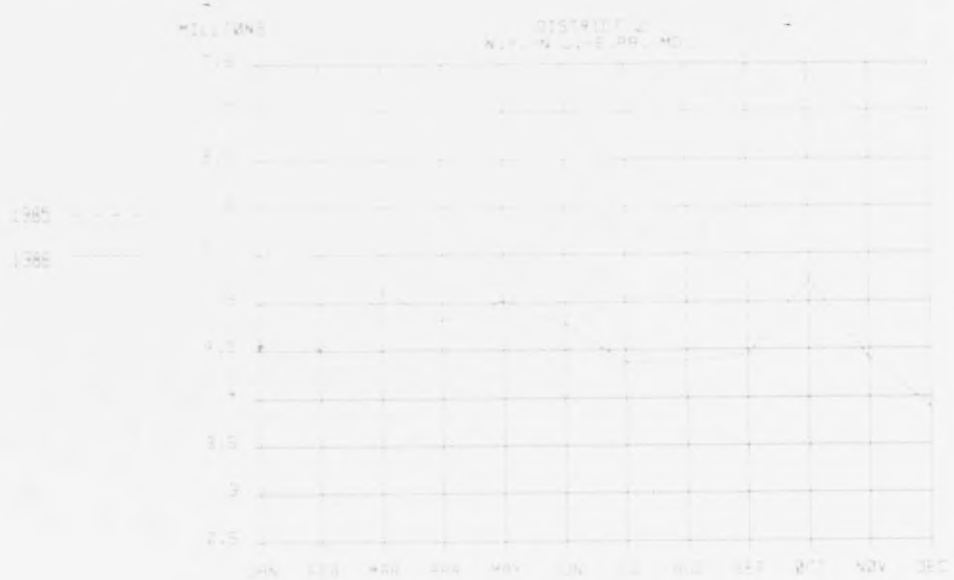


		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.7											
% Change	Cumulative	-0.7											

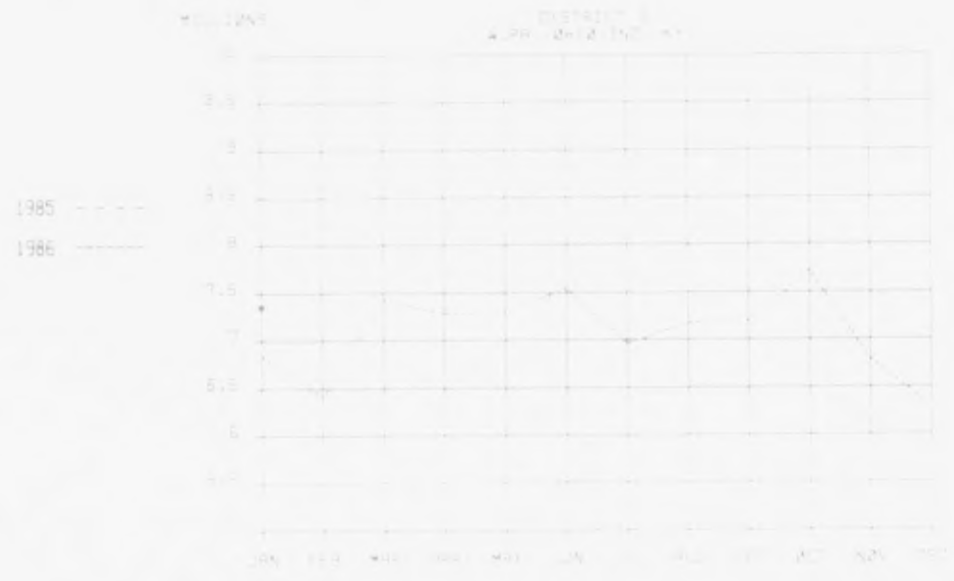
*** NOTE: January, 1986 totals are signified by a single point to the left.



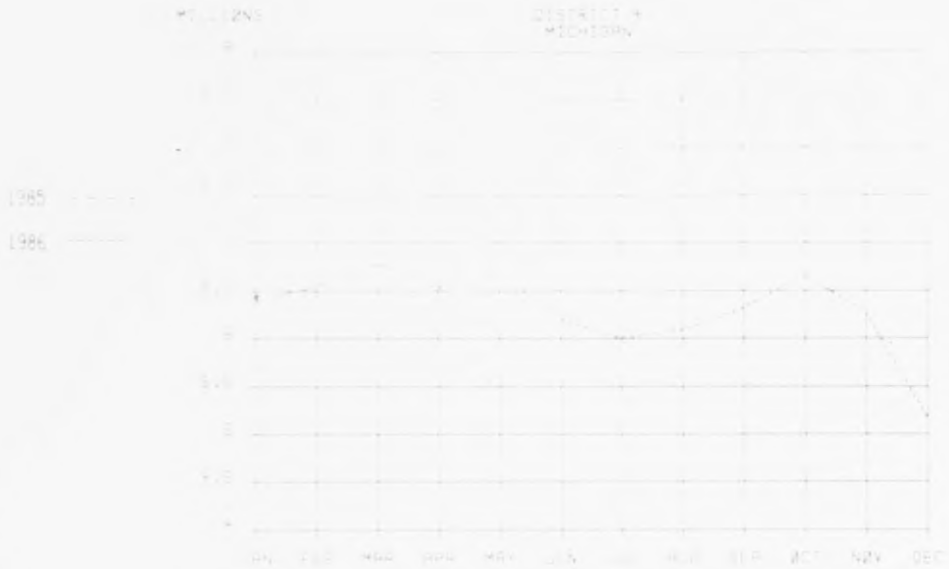
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.5											
% Change	Cumulative	8.5											



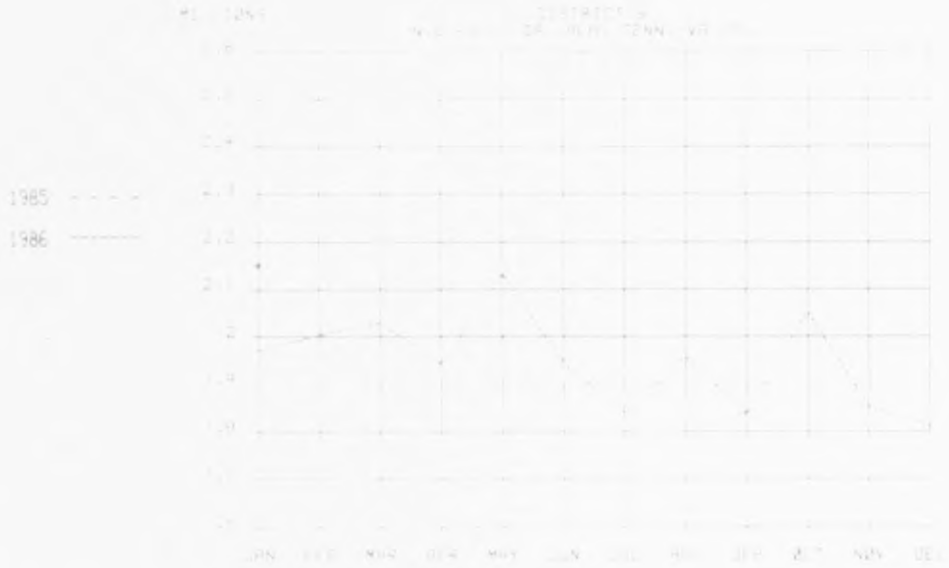
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.3											
% Change	Cumulative	-1.3											



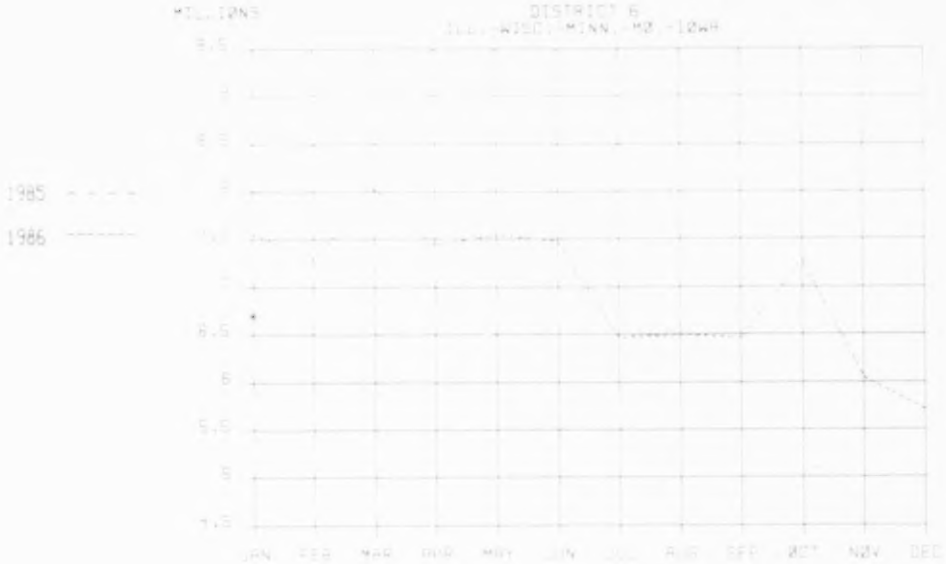
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.7											
% Change	Cumulative	6.7											



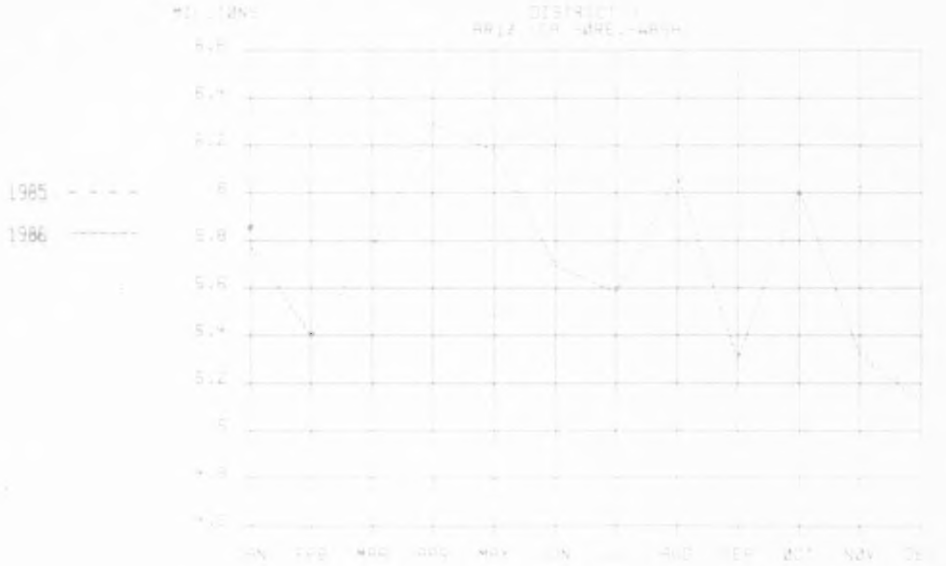
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.2											
% Change	Cumulative	0.2											



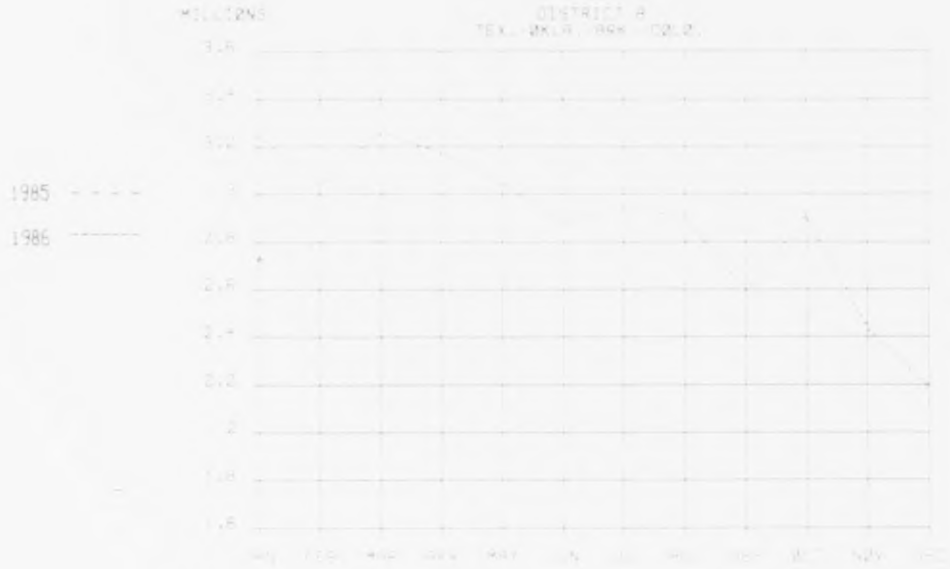
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.1											
% Change	Cumulative	9.1											



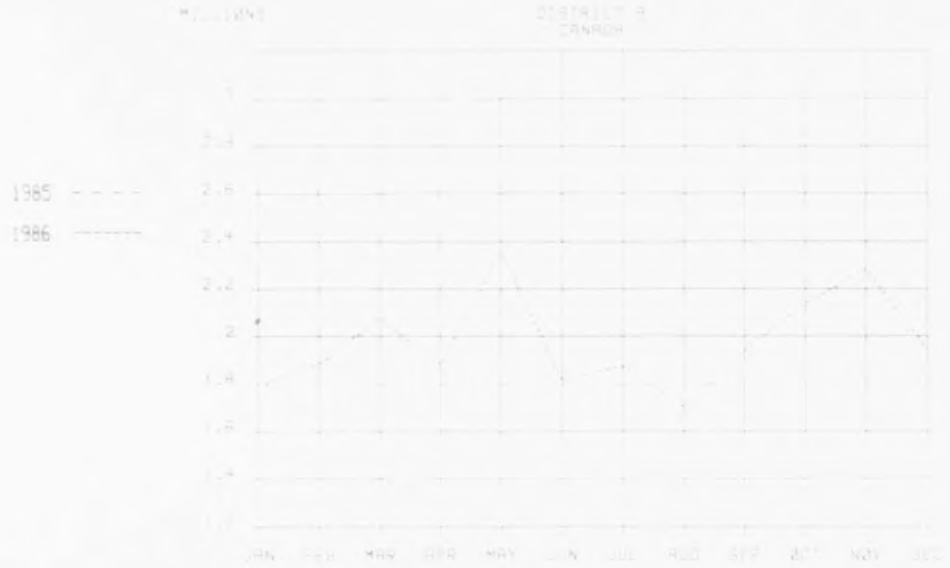
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.6											
% Change	Cumulative	-11.6											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3											
% Change	Cumulative	1.3											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5											
% Change	Cumulative	-17.5											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6											
% Change	Cumulative	14.6											

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METAL TREATING INSTITUTE

news release

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FEBRUARY METAL TREATING INDUSTRY SALES DECLINE 0.5% FROM FEBRUARY 1985

February' billings amounted to $39.75 million, off only slightly from February 1985's total of $39.95 million.

For the year-to-date, 1986 differs insignificantly from 1985. Sales have amounted to $81.1 million in 1986 compared to $81.2 million in 1985, a difference of -0.1%.

Five out of nine MTI districts recorded gains over February 1985. Six out of nine districts improved their year-to-date figures.

A summary of percentage change by geographic regions follows:

	District	Feb 86 vs. Feb 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	14.6	12.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.1	0.2
3	South Central (W.PA-OH-IN-KY)	10.2	8.3
4	Michigan	- 5.0	- 2.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.9	4.6
6	North Central (IL-WI-MN-MO-IA)	- 7.7	- 8.5
7	Pacific Coast (CA-AZ-ORE-WASH)	2.8	2.7
8	Southwest (TX-OK-AR-CO-LA-UT)	-18.8	-18.1
9	Canada	2.6	8.5

A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1985

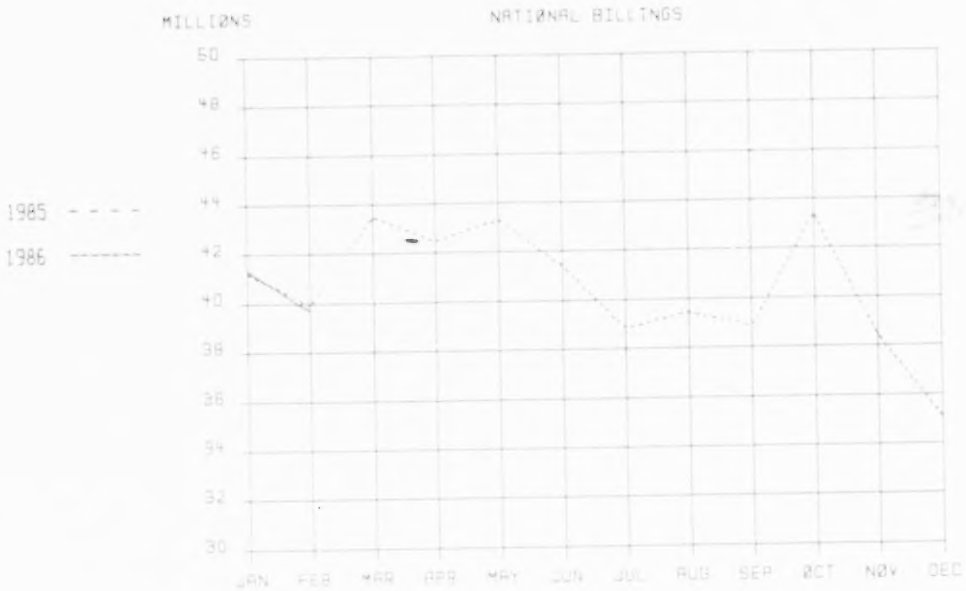
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	39948.7	39749.6	- 0.5	100.0	100.0
Dist. 1	17	2621.9	3005.6	14.6	6.6	7.6
Dist. 2	44	4528.6	4522.6	- 0.1	11.3	11.4
Dist. 3	60	6483.0	7141.2	10.2	16.2	18.0
Dist. 4	33	6553.1	6225.9	-5.0	15.4	15.7
Dist. 5	23	2162.6	2181.8	0.9	5.4	5.5
Dist. 6	49	7280.4	6722.2	- 7.7	18.2	16.9
Dist. 7	41	5402.8	5554.3	2.8	13.5	14.0
Dist. 8	25	3032.1	2462.7	-18.3	7.6	6.2
Dist. 9	16	1884.2	1933.4	2.6	4.7	4.9
Foreign	11					

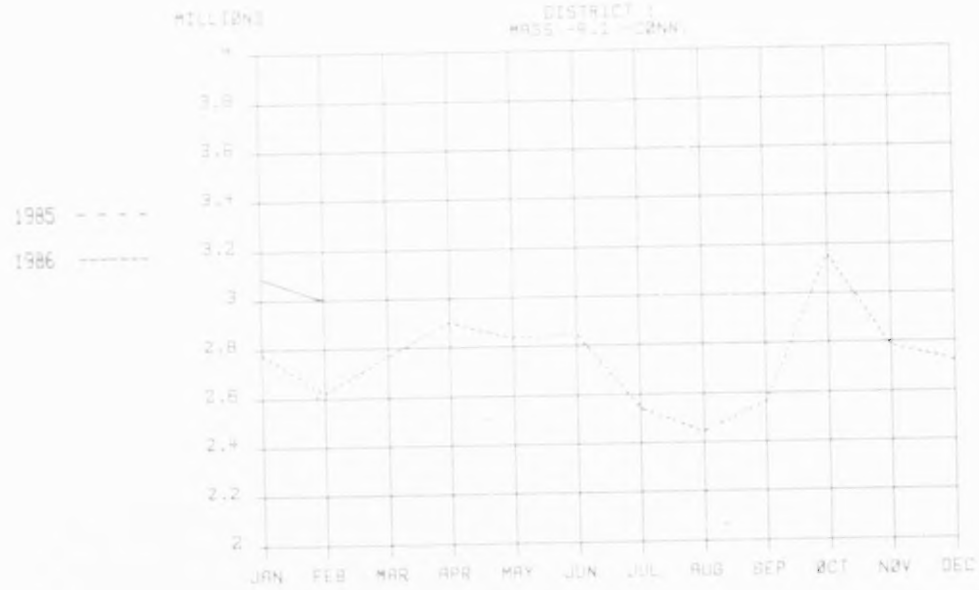
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	81185.5	81132.3	- 0.1	100.0	100.0
Dist. 1	5403.2	6097.2	12.8	6.7	7.5
Dist. 2	9162.0	9184.7	0.2	11.3	11.3
Dist. 3	13405.6	14519.6	8.3	16.5	17.9
Dist. 4	12939.7	12640.3	- 2.3	15.9	15.6
Dist. 5	4290.9	4489.4	4.6	5.3	5.5
Dist. 6	14846.9	13589.0	- 8.5	18.3	16.7
Dist. 7	11179.6	11479.7	2.7	13.8	14.1
Dist. 8	6278.5	5142.2	-18.1	7.7	6.3
Dist. 9	3679.1	3990.2	8.5	4.5	4.9

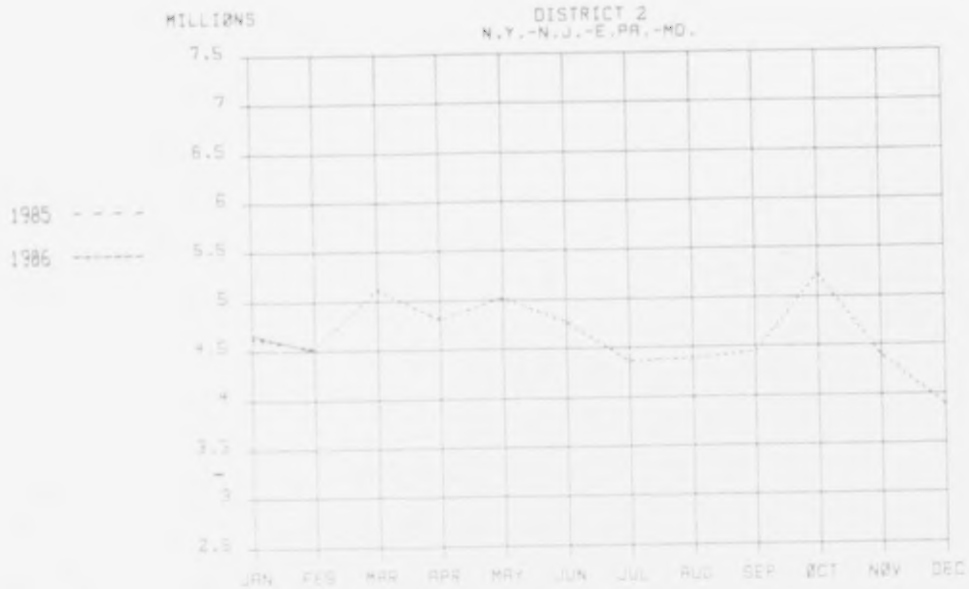
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



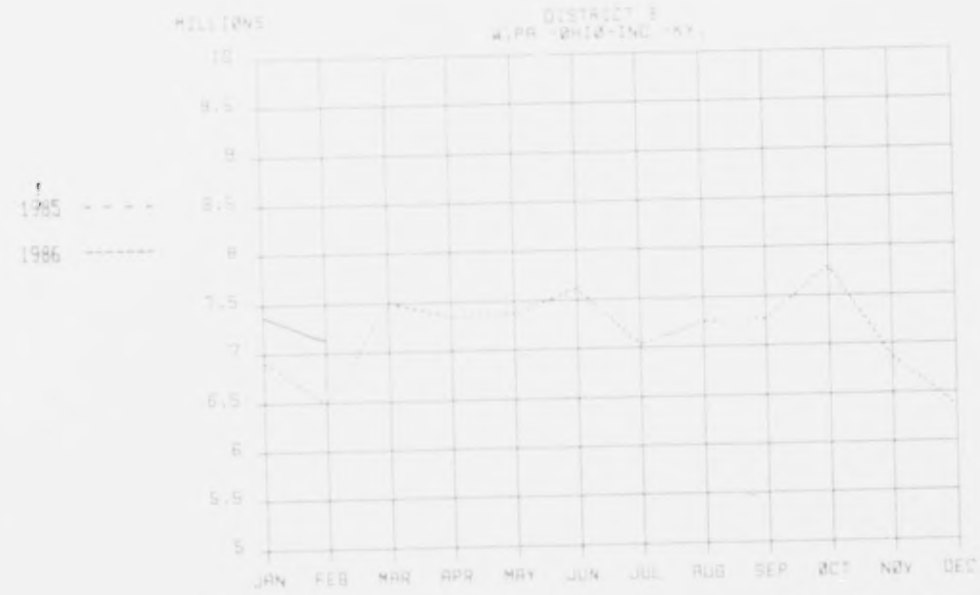
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	-0.5										
% Change	Cumulative	0.4	-0.1										



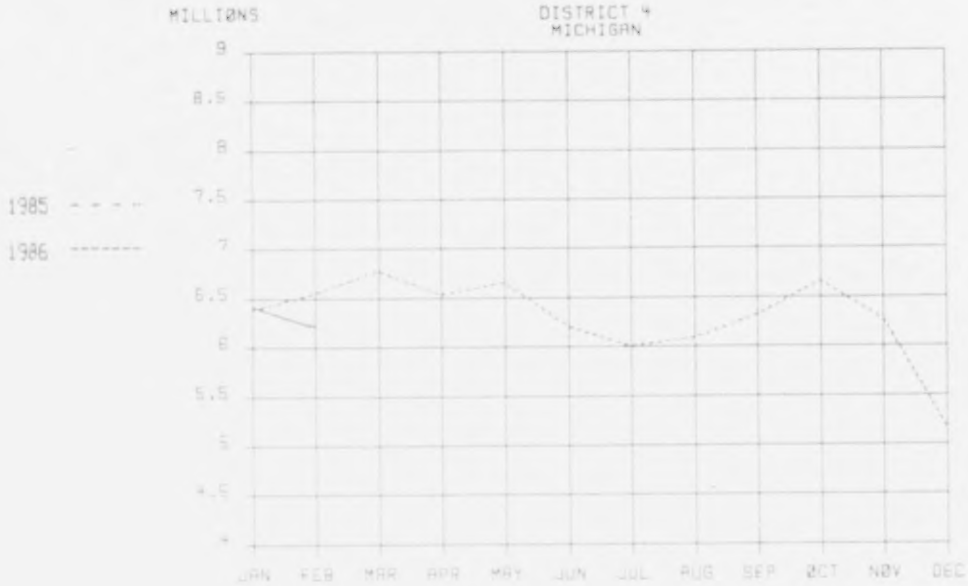
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.2	14.6										
% Change	Cumulative	11.2	12.8										



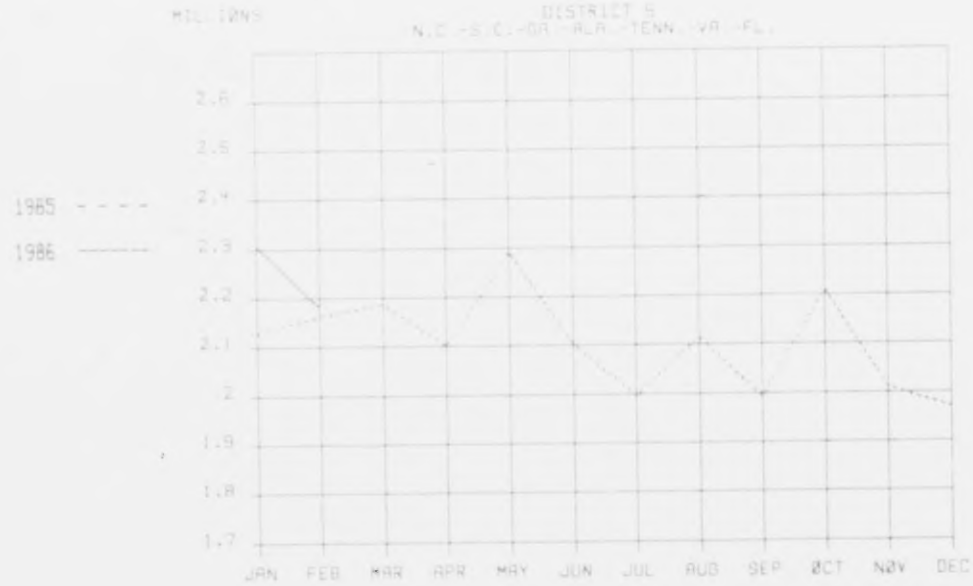
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.1										
% Change	Cumulative	0.6	0.2										



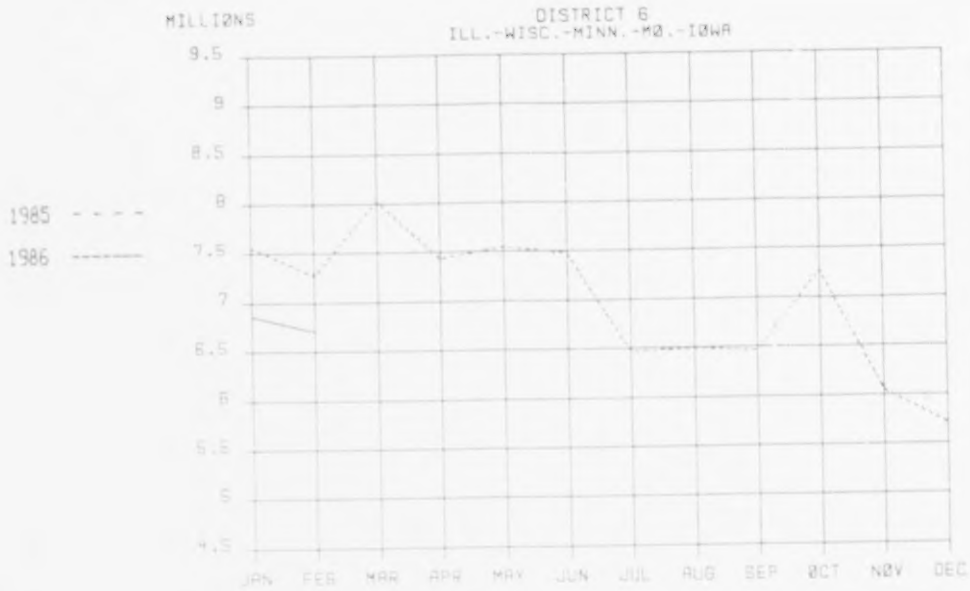
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.6	10.2										
% Change	Cumulative	6.6	8.3										



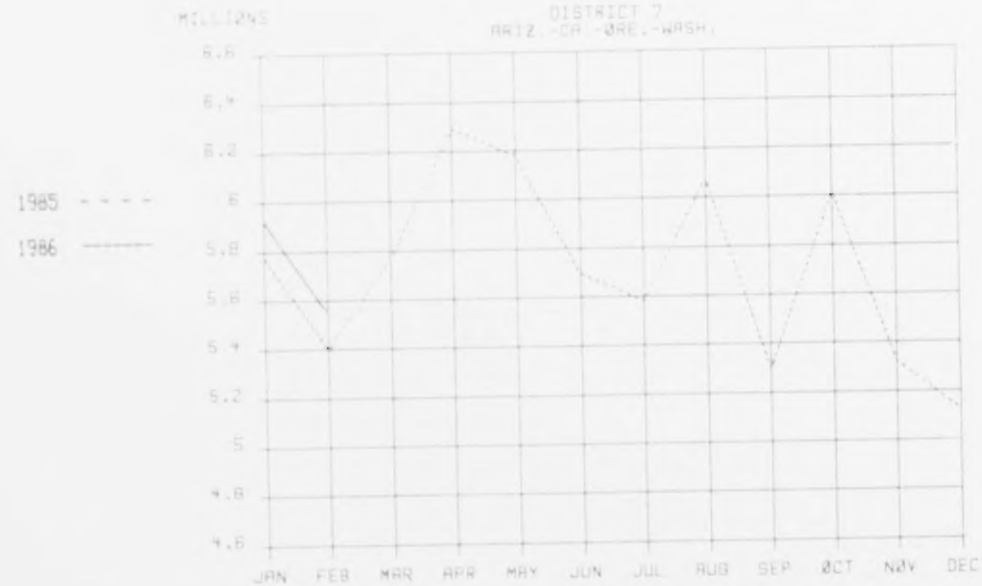
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	-5.0										
% Change	Cumulative	0.4	-2.3										



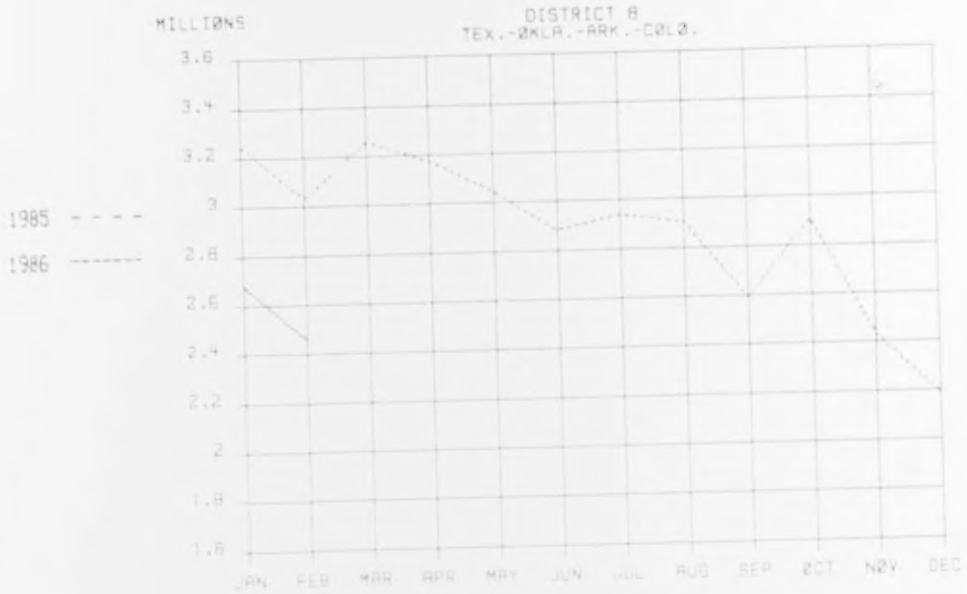
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.4	0.9										
% Change	Cumulative	8.4	4.6										



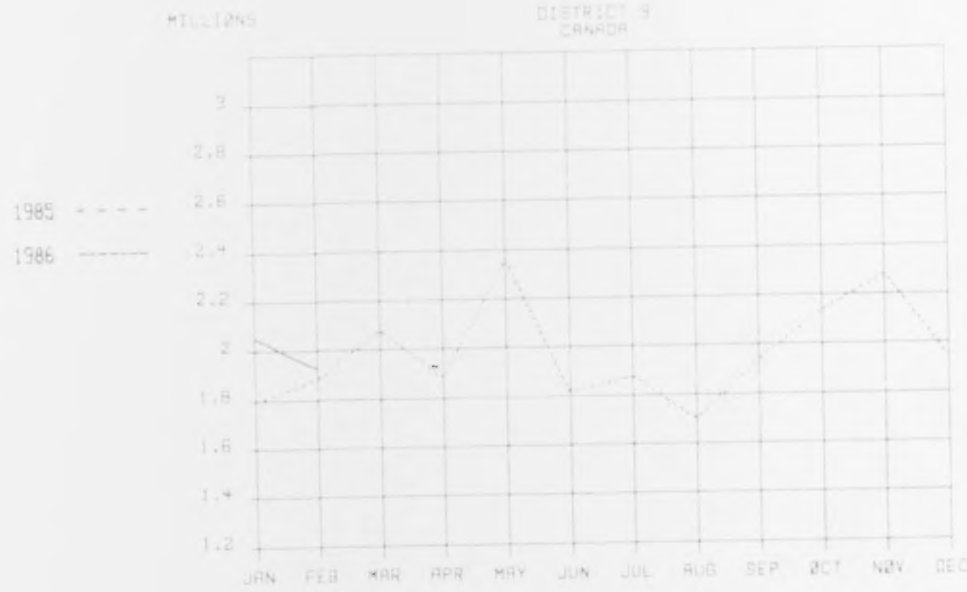
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7										
% Change	Cumulative	-9.2	-8.5										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8										
% Change	Cumulative	2.6	2.7										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8										
% Change	Cumulative	-17.5	-18.1										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6	2.6										
% Change	Cumulative	14.6	8.5										

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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First Quarter Sales for 1986 Off [illegible] FROM 1985 FIRST QUARTER

[illegible] Commercial Heat Treaters [illegible] million in the same [illegible].

March 1986 sales of [illegible] million were off 2.0% from the March 1985 total of [illegible] million.

Five MTI districts reported billings in March 1986 that were below those of March 1985. Three of these districts are also off from their first quarter, 1986 sales.

A summary of percentage change by geographic regions follows:

	District	Mar 86 vs. Mar 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	12.6	11.8
2	Middle Atlantic (NY-NJ-PA-MD)	- 4.5	1.2
3	South Central (NC-TN-SC-KY)	6.5	5.5
4	Michigan	- 1.9	- 2.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	7.8	8.2
6	North Central (IL-WI-MN-MO-IA)	- 9.4	- 8.8
7	Pacific Coast (CA-AZ-ORE-WASH)	5.6	3.7
8	Southwest (TX-OK-AR-CO-LA-NV)	-24.4	-20.2
9	Canada	6.0	7.6

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1986

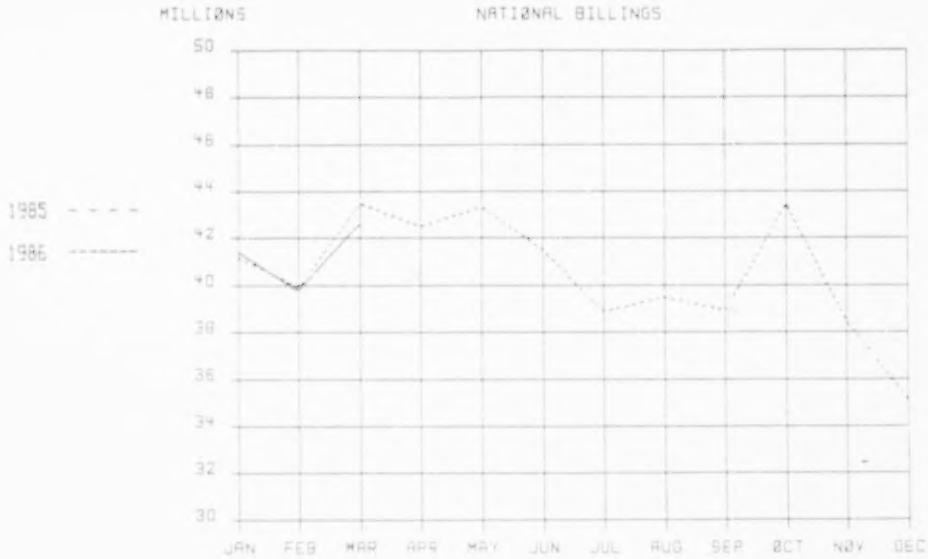
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	43515.6	42662.0	- 2.0	100.0	100.0
Dist. 1	17	3053.6	3439.5	12.6	7.0	8.1
Dist. 2	44	4911.1	4690.4	- 4.5	11.3	11.0
Dist. 3	60	7513.1	7558.5	0.6	17.3	17.7
Dist. 4	33	6783.2	6656.6	- 1.9	15.6	15.6
Dist. 5	23	2121.0	2286.2	7.8	4.9	5.4
Dist. 6	49	8029.4	7271.6	- 9.4	18.5	17.0
Dist. 7	41	5767.1	6090.5	5.6	13.3	14.3
Dist. 8	25	3257.3	2463.4	-24.4	7.5	5.8
Dist. 9	15	2079.9	2205.3	6.0	4.8	5.2
Foreign	11					

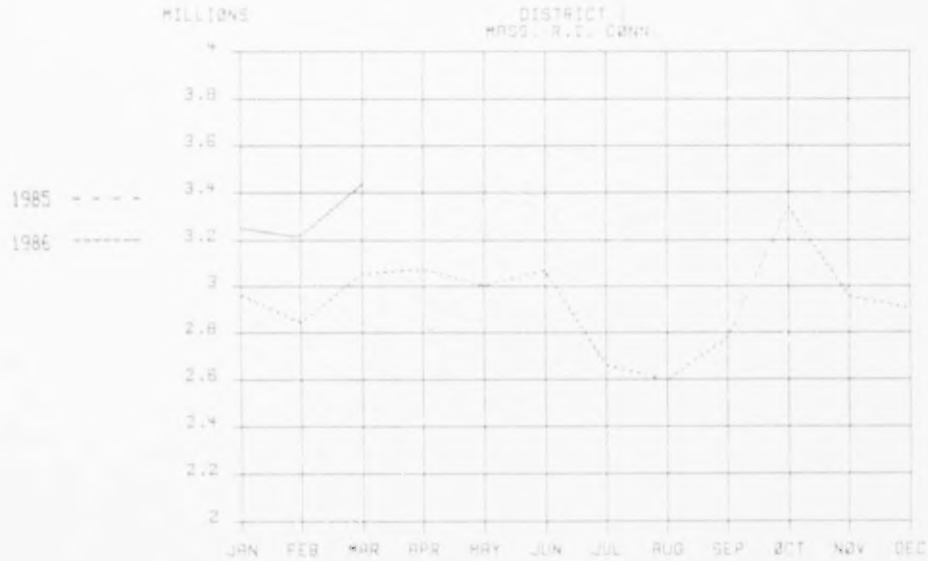
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	124679.1	123922.3	- 0.6	100.0	100.0
Dist. 1	8867.2	9909.6	11.8	7.1	8.0
Dist. 2	13809.7	13649.3	- 1.2	11.1	11.0
Dist. 3	20918.7	22078.2	5.5	16.8	17.8
Dist. 4	19722.9	19296.9	- 2.2	15.8	15.6
Dist. 5	6242.9	6756.6	8.2	5.0	5.5
Dist. 6	22876.3	20860.6	- 8.8	18.3	16.8
Dist. 7	16946.6	17570.1	3.7	13.6	14.2
Dist. 8	9535.8	7605.6	-20.2	7.6	6.1
Dist. 9	5759.0	6195.5	7.6	4.6	5.0

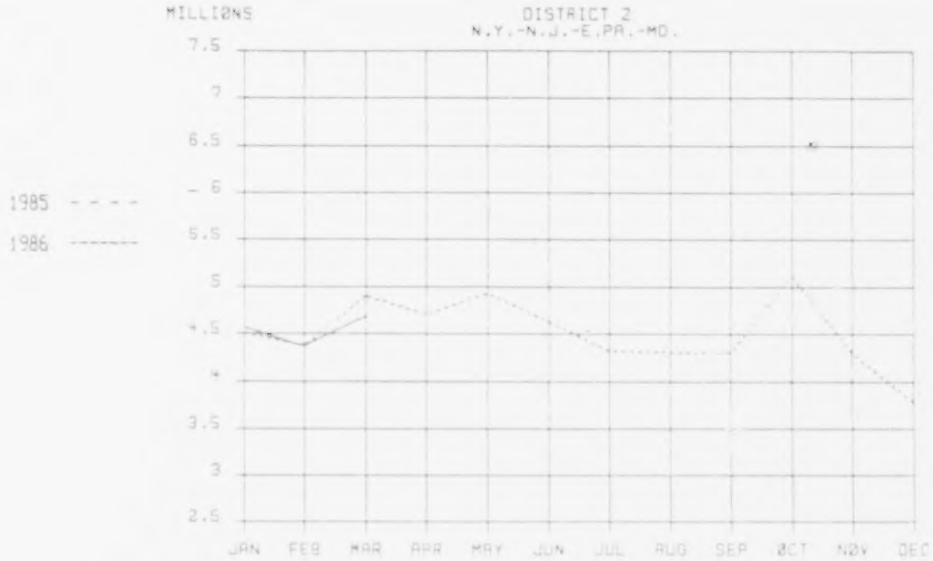
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



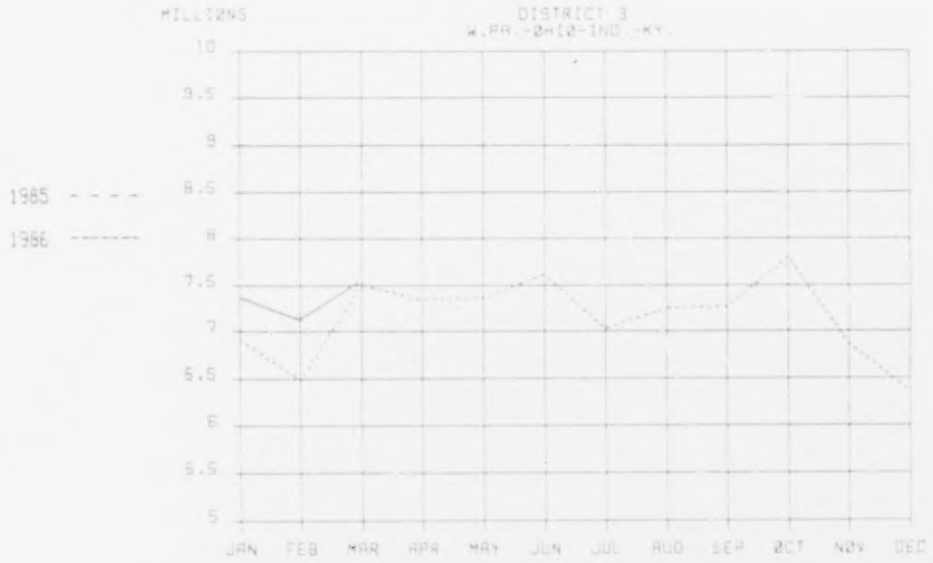
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.5	-0.3	-2.0									
% Change	Cumulative	0.5	0.1	-0.6									



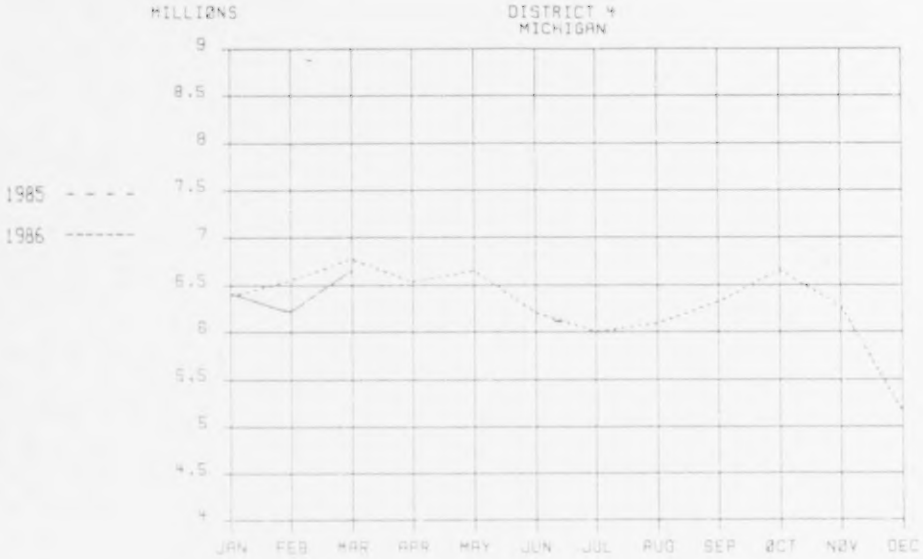
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.6	13.1	12.6									
% Change	Cumulative	9.6	11.3	11.8									



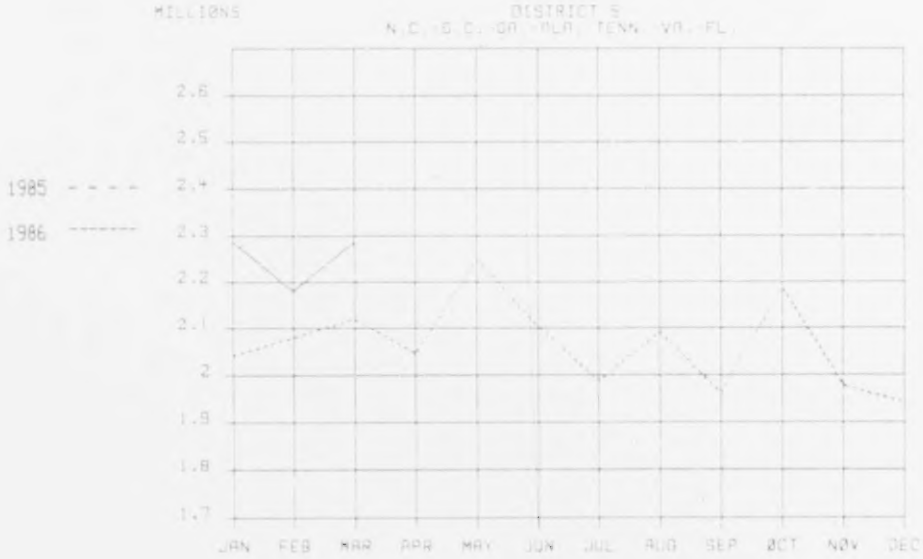
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.2	0.1	-4.5									
% Change	Cumulative	1.2	0.7	-1.2									



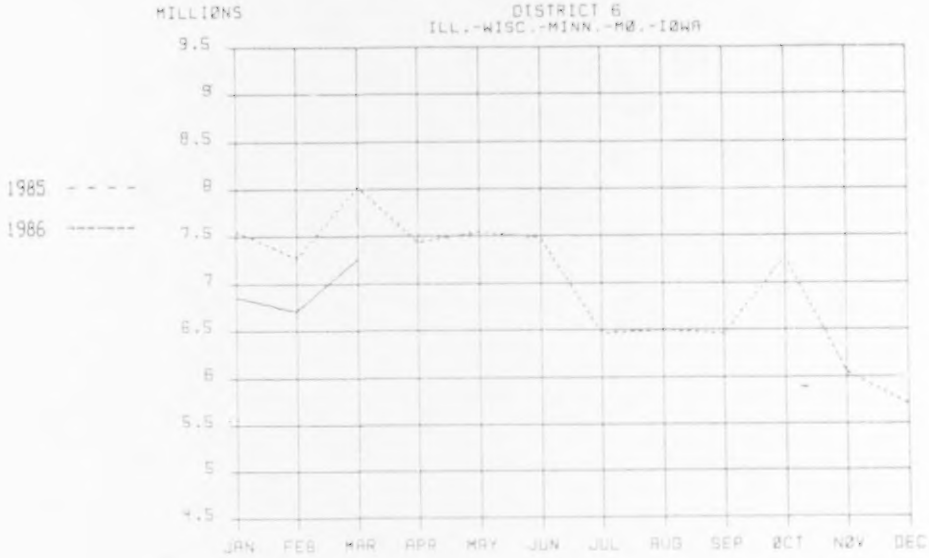
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.6	10.2	0.6									
% Change	Cumulative	6.6	8.3	5.5									



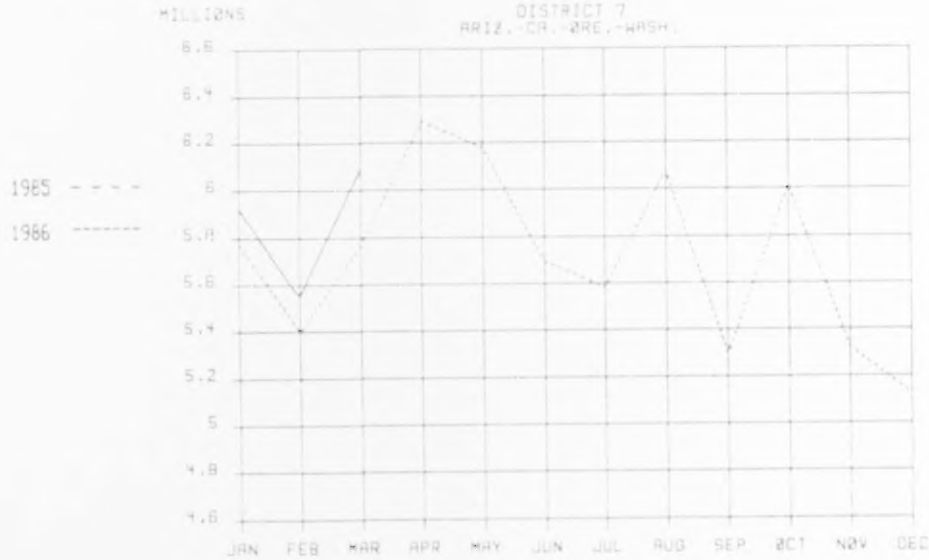
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	-5.0	-1.9									
% Change	Cumulative	0.4	-2.3	-2.2									



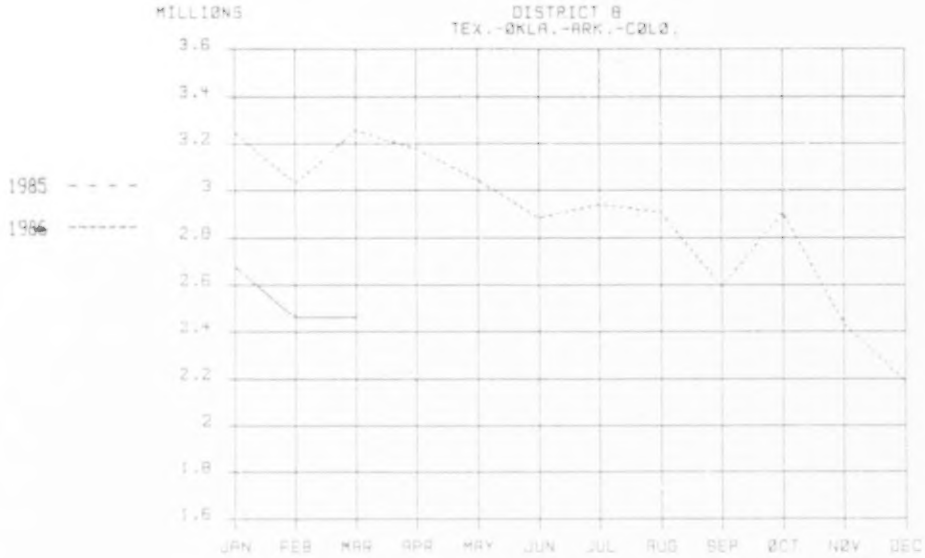
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.1	4.9	7.8									
% Change	Cumulative	12.1	8.5	8.2									



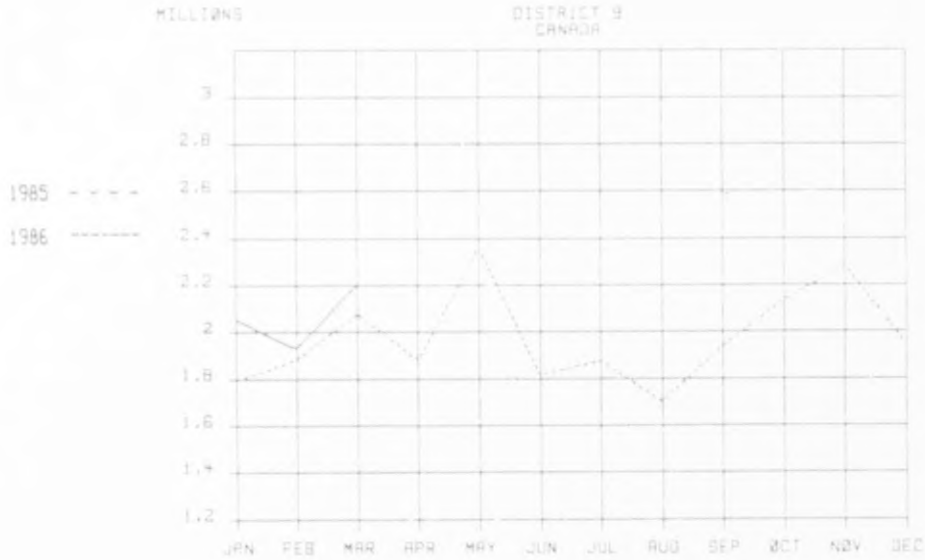
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.4									
% Change	Cumulative	-9.2	-8.5	-8.8									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	5.6									
% Change	Cumulative	2.6	2.7	3.7									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.4									
% Change	Cumulative	-17.5	-18.1	-20.2									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6	2.6	6.0									
% Change	Cumulative	14.6	8.5	7.6									

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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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April 1986 Billings for Commercial Heat Treaters
UP 1.3% FROM APRIL 1985 TOTALS

MTI members partipating in the Monthly National Billings Analysis reported $42.5 million in sales for April 1986 compared to $42.0 million for April 1985.

For the year-to-date, 1986 is only trivially below 1985. In 1986 the Metal Treating Industry has recorded $164.9 million in billings, down 0.1% from the 1985 figure of $165.1 million.

Four of nine MTI districts reported a decline in sales both for the April-April and for the year-to-date comparisons.

A summary of percentage change by geographic regions follows:

	District	Apr 86 vs. Apr 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	13.7	10.7
2	Middle Atlantic (NY-NJ-E. PA-MD)	- 2.4	- 1.6
3	South Central (W. PA-OH-IN-KY)	2.6	4.8
4	Michigan	1.1	- 0.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	17.0	10.4
6	North Central (IL-WI-MN-MO-IA)	- 0.5	- 6.8
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.6	1.8
8	Southwest (TX-OK-AR-CO-LA-UT)	-22.6	-20.9
9	Canada	22.6	12.8

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JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1986

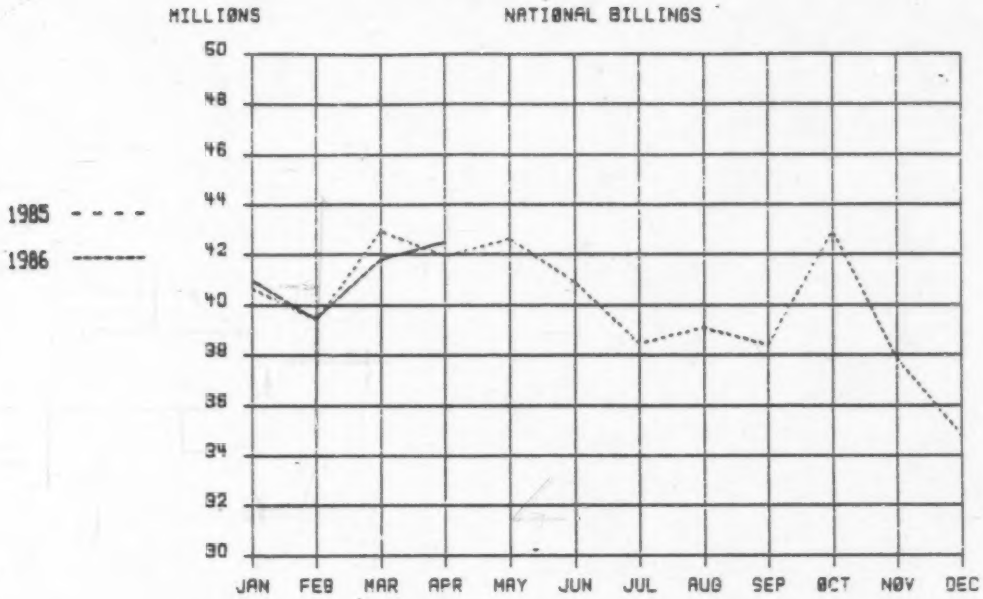
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	41971.1	42511.4	1.3	100.0	100.0
Dist. 1	17	3074.6	3496.5	13.7	7.3	8.2
Dist. 2	44	4808.8	4691.3	- 2.4	11.5	11.0
Dist. 3	60	7357.0	7547.4	2.6	17.5	17.8
Dist. 4	33	5895.2	5960.4	1.1	14.0	14.0
Dist. 5	23	2046.8	2393.8	17.0	4.9	5.6
Dist. 6	49	7437.5	7398.8	- 0.5	17.7	17.4
Dist. 7	41	6293.0	6257.7	- 0.6	15.0	14.7
Dist. 8	25	3177.7	2460.4	-22.6	7.6	5.8
Dist. 9	16	1880.5	2305.2	22.6	4.5	5.4
Foreign	11					

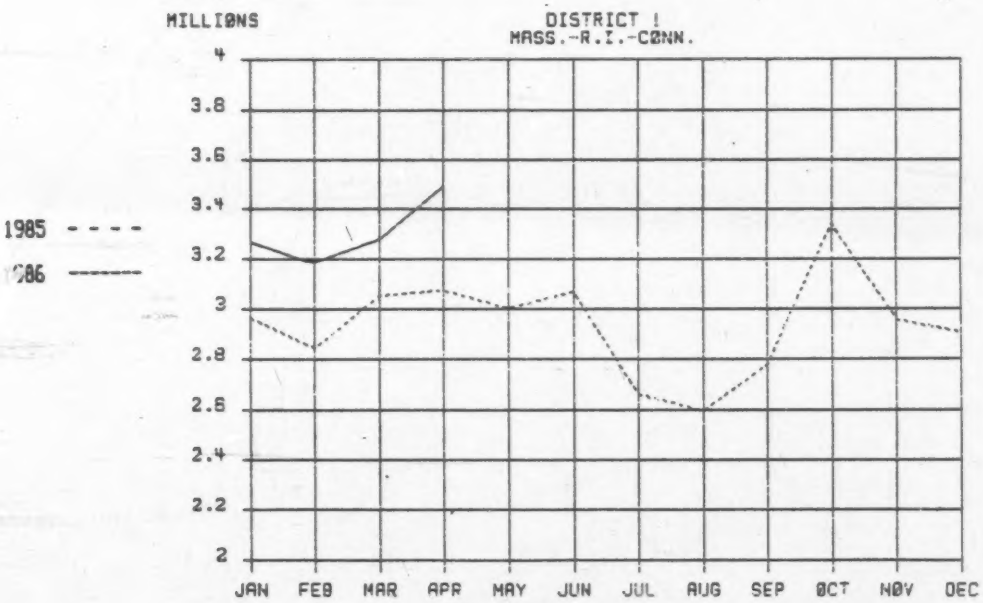
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	165052.2	164858.8	- 0.1	100.0	100.0
Dist. 1	11941.8	13225.0	10.7	7.2	8.0
Dist. 2	18916.6	18614.2	- 1.6	11.5	11.3
Dist. 3	28275.7	29625.5	4.8	17.1	18.0
Dist. 4	23722.1	23671.3	- 0.2	14.4	14.4
Dist. 5	8289.7	9150.4	10.4	5.0	5.6
Dist. 6	30313.8	28238.4	- 6.8	18.4	17.1
Dist. 7	23239.7	23664.2	1.8	14.1	14.4
Dist. 8	12713.4	10052.1	-20.9	7.7	6.1
Dist. 9	7639.5	8617.8	12.8	4.6	5.2

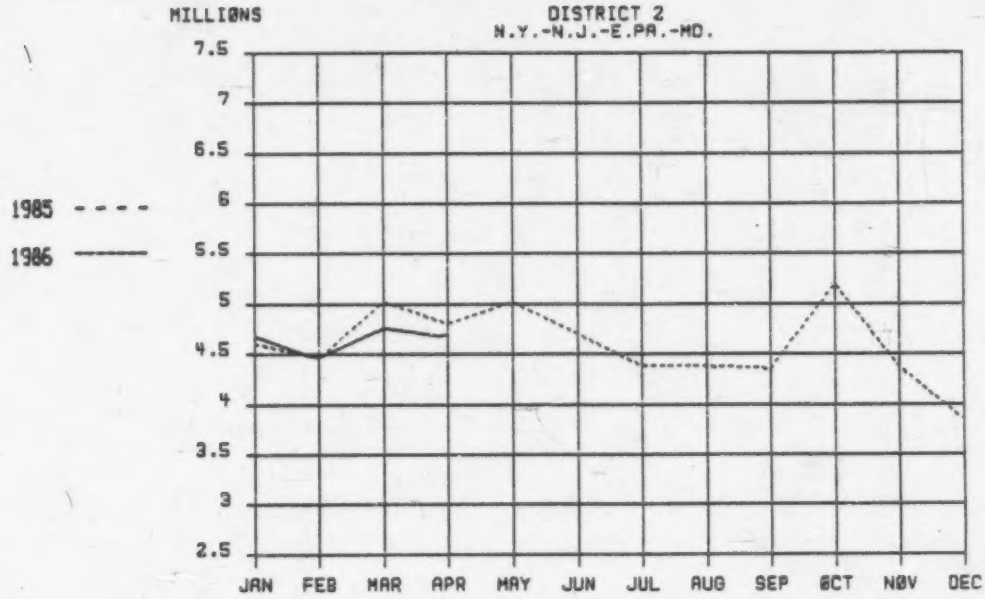
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



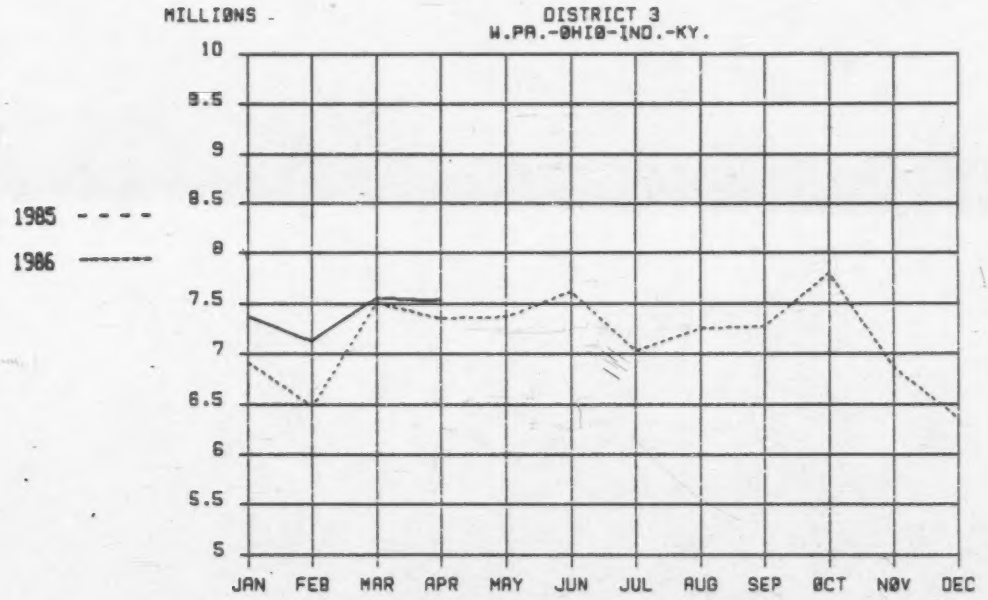
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.8	0.2	-2.6	1.3								
% Change	Cumulative	0.8	0.5	-0.6	-0.1								



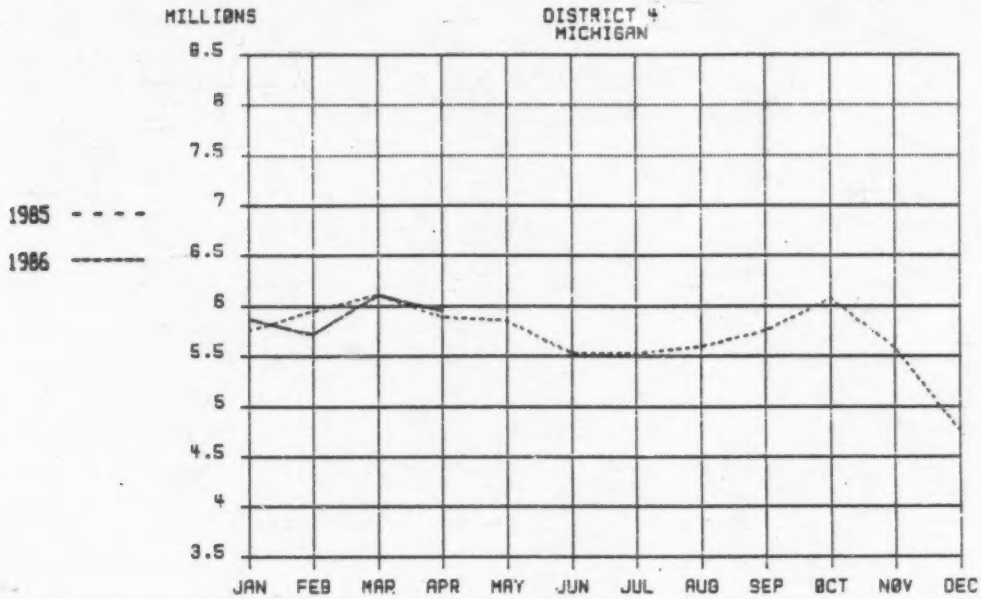
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7								
% Change	Cumulative	10.0	11.0	9.7	10.7								



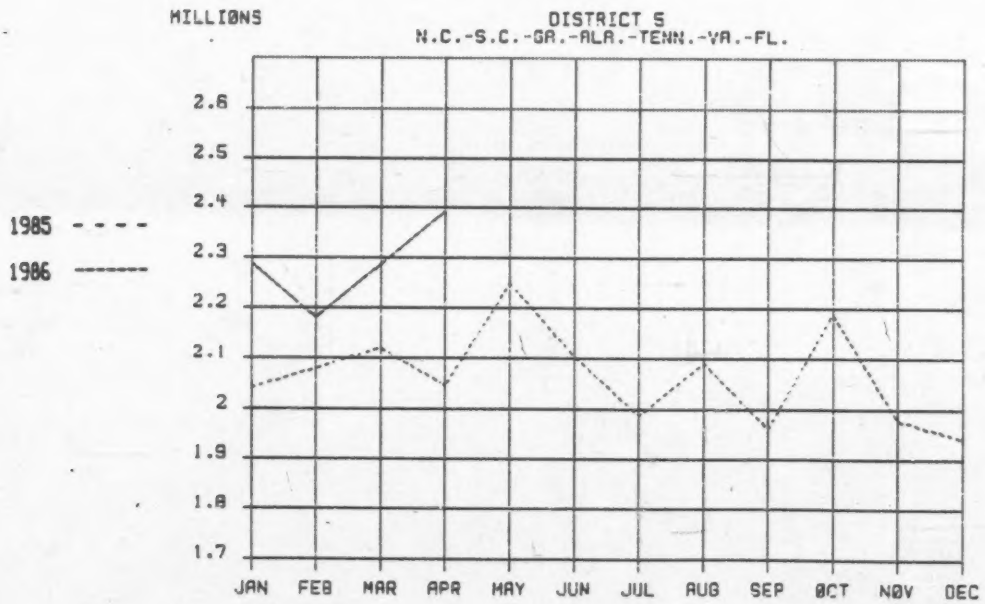
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4								
% Change	Cumulative	1.6	0.9	-1.3	-1.6								



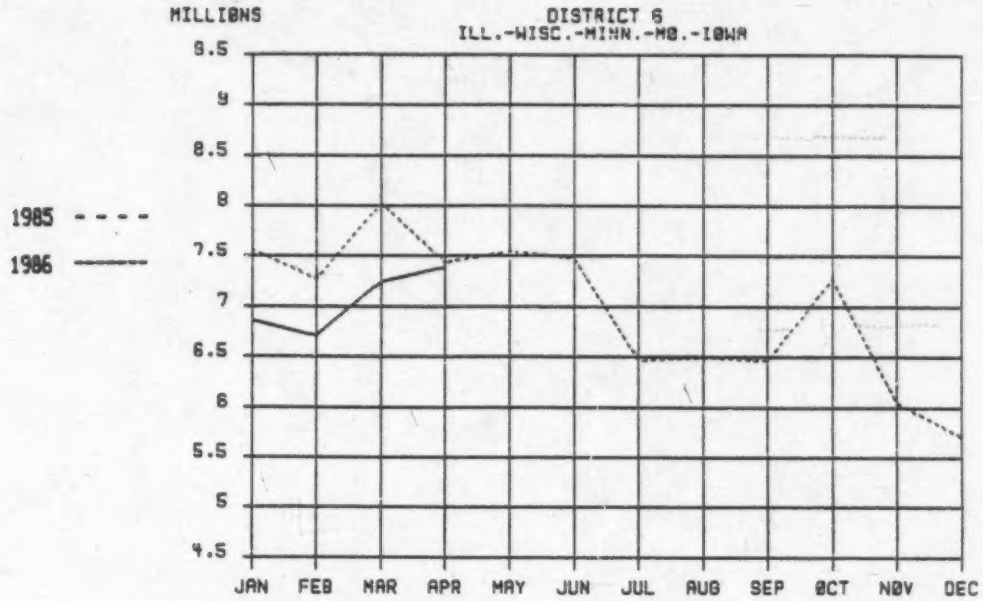
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.6	10.2	0.6	2.6								
% Change	Cumulative	6.6	8.3	5.5	4.8								



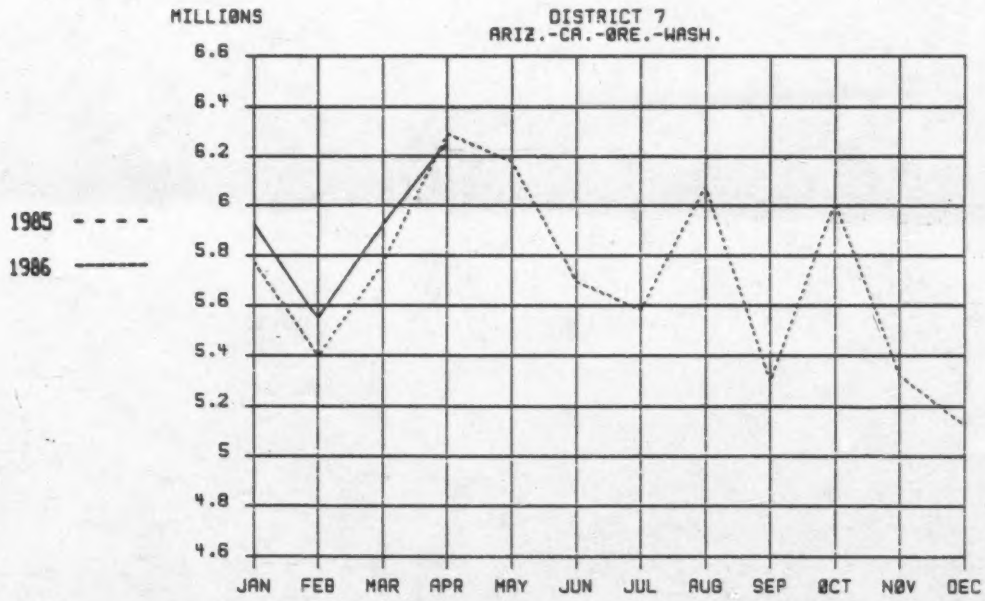
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.0	-3.9	0.0	1.1								
% Change	Cumulative	2.0	-1.0	-0.7	-0.2								



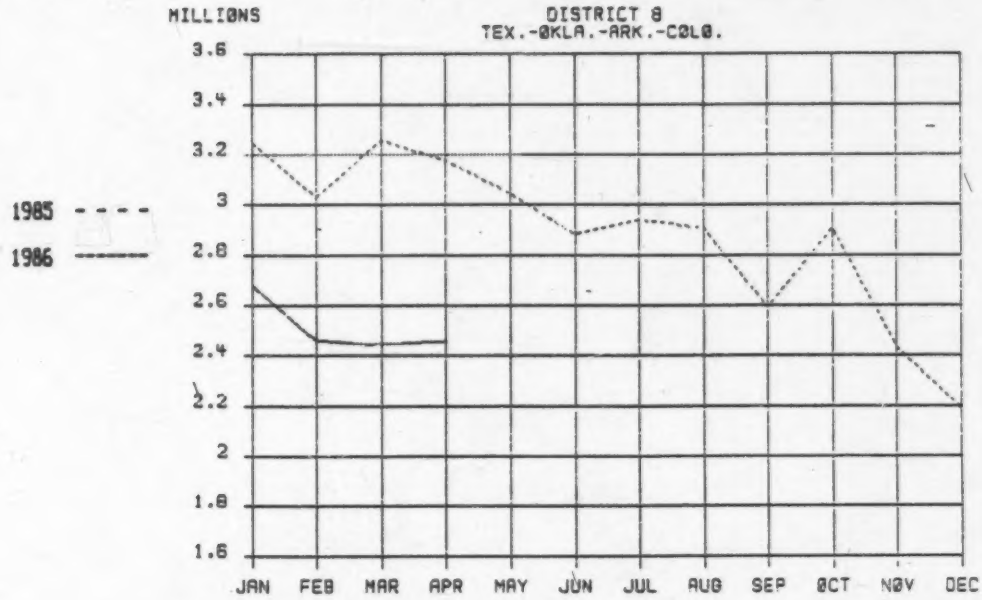
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.1	4.9	7.8	17.0								
% Change	Cumulative	12.1	8.5	8.2	10.4								



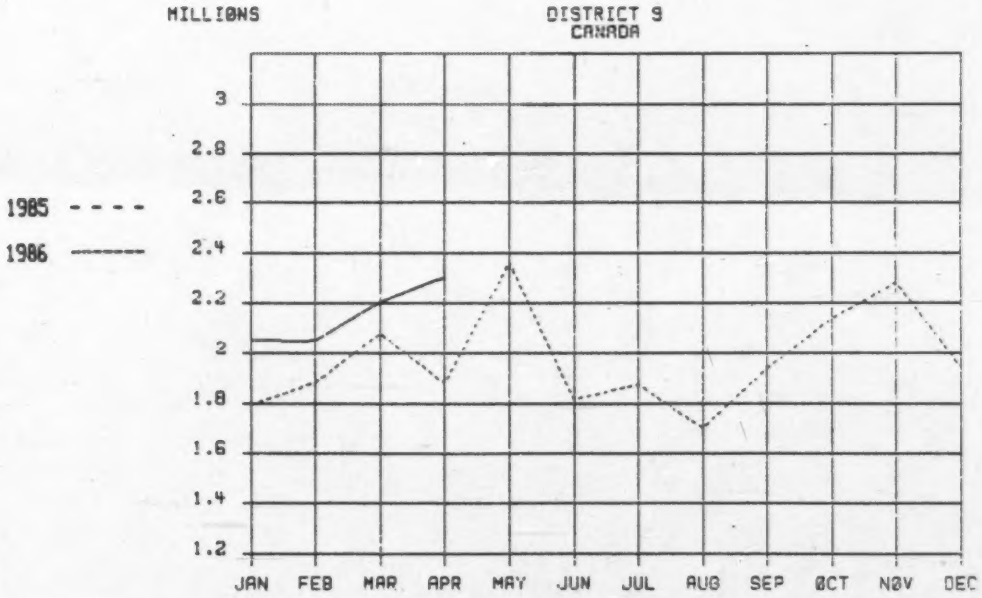
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5								
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	2.8	-0.6								
% Change	Cumulative	2.6	2.7	2.7	1.8								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6								
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6	8.8	6.0	22.6								
% Change	Cumulative	14.6	11.6	9.6	12.8								

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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

May billings for Commercial Heat Treaters
DECLINE 6.1% FROM MAY 1985 LEVEL

Total sales for MTI members partipating in the Monthly National Billings Analysis amounted to $40.0 million, down from the May 1985 performance of $42.6 million.

For the first five months of 1986, the Metal Treating Industry has recorded sales of $205.0 million, off 1.3% from the 1985 total for this period of $207.7 million.

Six out of nine MTI districts reported a decline in billings from May 1985. Five of nine districts experienced a year-to-date drop as well.

A summary of percentage change by geographic regions follows:

	District	May 86 vs. May 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	8.1	10.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	-11.6	- 3.7
3	South Central (W.PA-OH-IN-KY)	2.5	4.7
4	Michigan	- 7.5	- 1.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.4	9.3
6	North Central (IL-WI-MN-MO-IA)	- 7.8	- 7.0
7	Pacific Coast (CA-AZ-ORE-WASH)	- 7.2	- 0.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-30.3	-22.7
9	Canada	- 7.5	8.0

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MAY, 1986

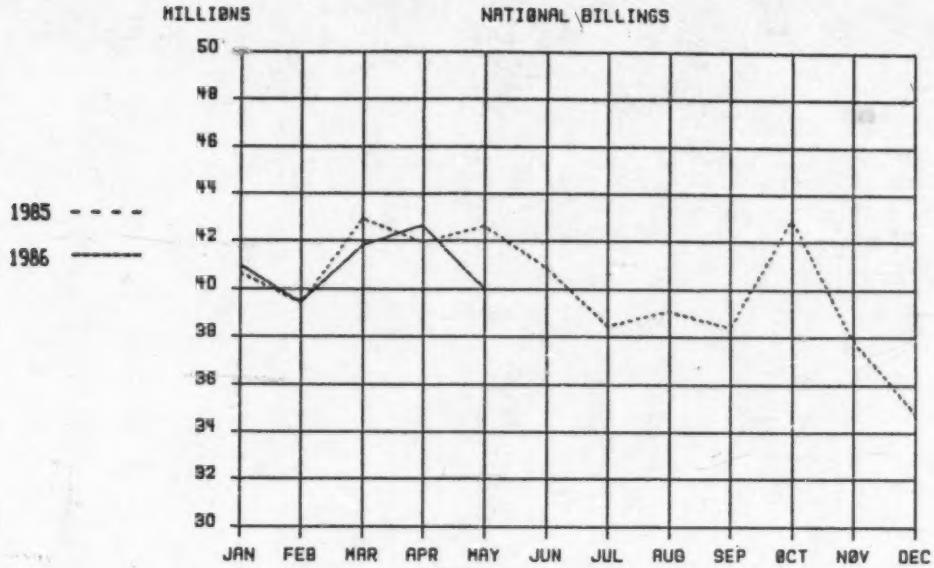
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	42641.9	40038.2	- 6.1	100.0	100.0
Dist. 1	17	3002.7	3245.9	8.1	7.0	8.1
Dist. 2	44	5024.3	4443.7	-11.6	11.8	11.1
Dist. 3	60	7370.3	7554.6	2.5	17.3	18.9
Dist. 4	33	5857.0	5419.1	- 7.5	13.7	13.5
Dist. 5	23	2249.0	2370.0	5.4	5.3	5.9
Dist. 6	49	7550.3	6964.2	- 7.8	17.7	17.4
Dist. 7	41	6180.1	5732.3	- 7.2	14.5	14.3
Dist. 8	25	3045.8	2122.7	-30.3	7.1	5.3
Dist. 9	16	2362.4	2185.7	- 7.5	5.5	5.5
Foreign	11					

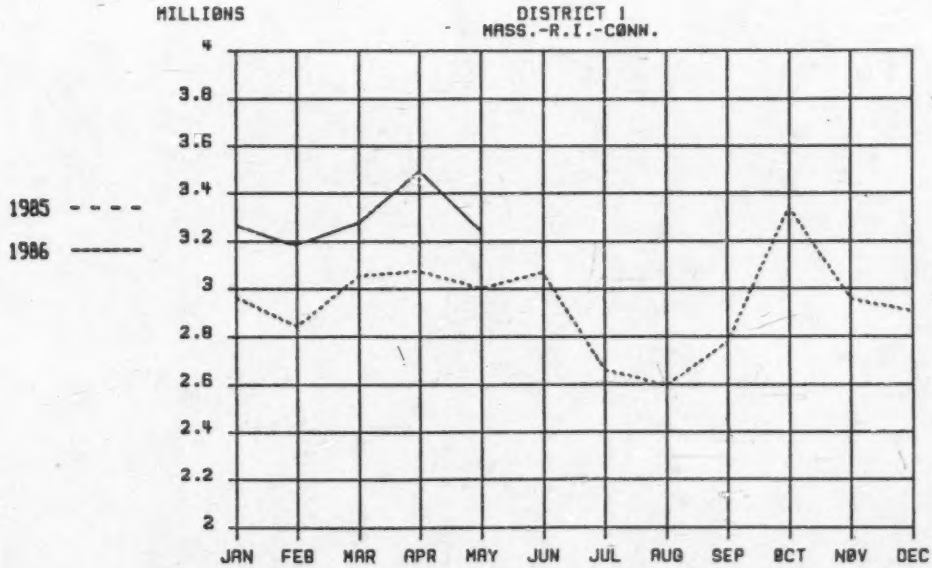
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	207694.0	205046.0	- 1.3	100.0	100.0
Dist. 1	14944.5	16470.9	10.2	7.2	8.0
Dist. 2	23940.8	23057.9	- 3.7	11.5	11.2
Dist. 3	35645.9	37329.1	4.7	17.2	18.2
Dist. 4	29579.1	29090.4	- 1.7	14.2	14.2
Dist. 5	10538.7	11520.4	9.3	5.1	5.6
Dist. 6	37864.0	35202.6	- 7.0	18.2	17.2
Dist. 7	29419.8	29396.6	- 0.1	14.2	14.3
Dist. 8	15759.3	12174.8	-22.7	7.6	5.9
Dist. 9	10001.9	10803.6	8.0	4.8	5.3

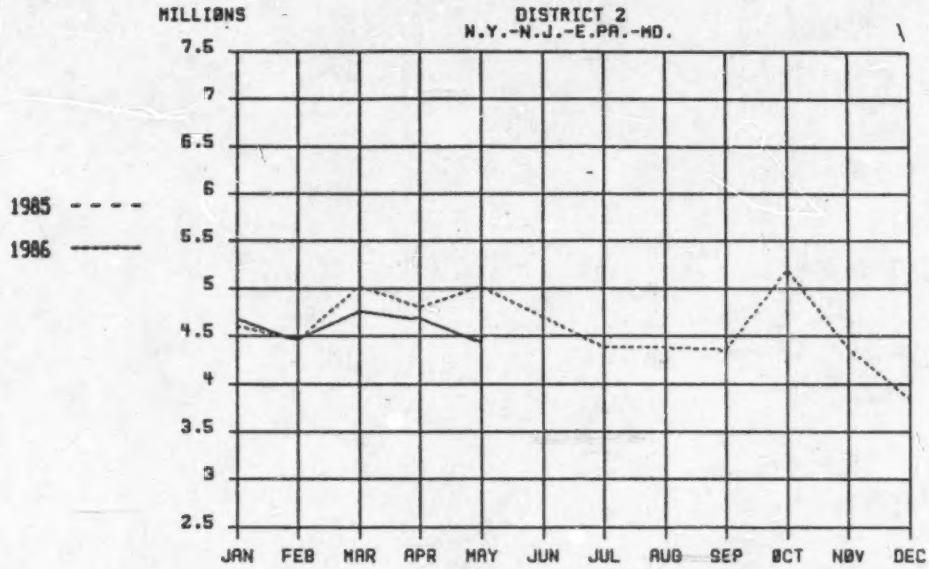
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



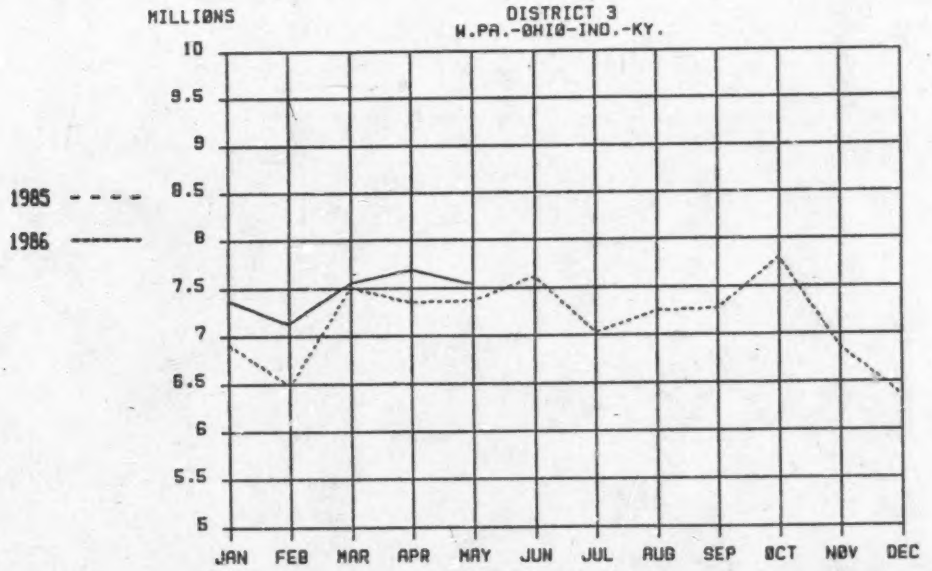
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.8	0.2	-2.6	1.6	-6.1							
% Change	Cumulative	0.8	0.5	-0.6	0.0	-1.3							



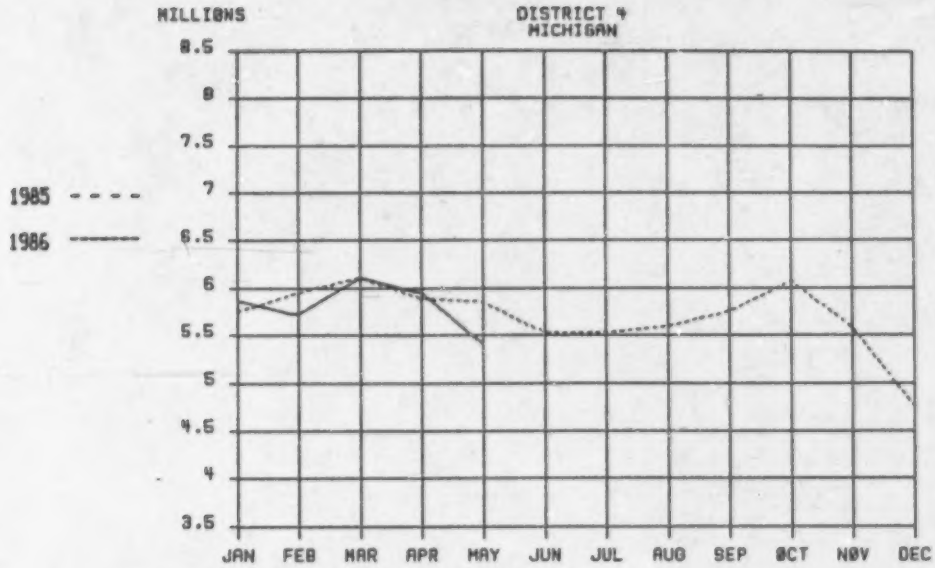
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1							
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2							



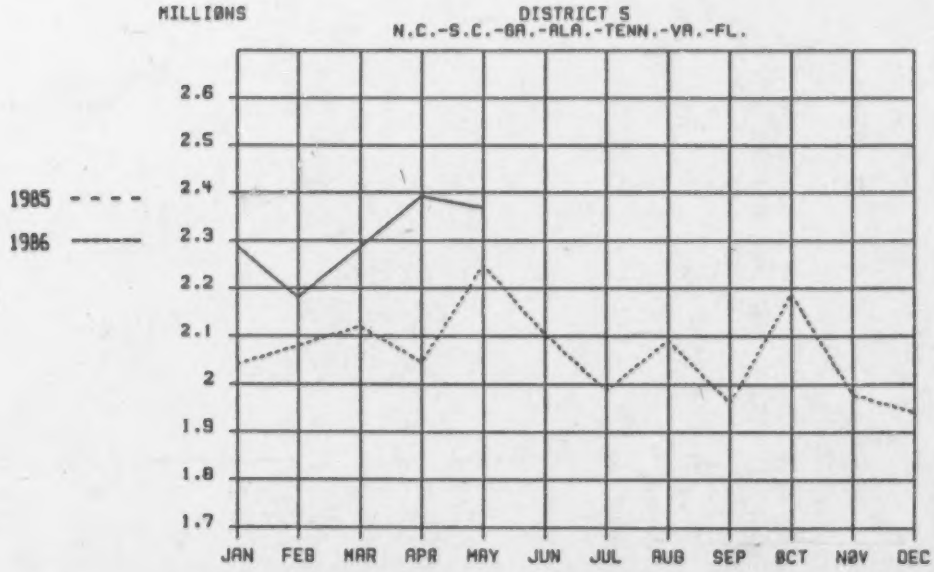
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6							
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7							



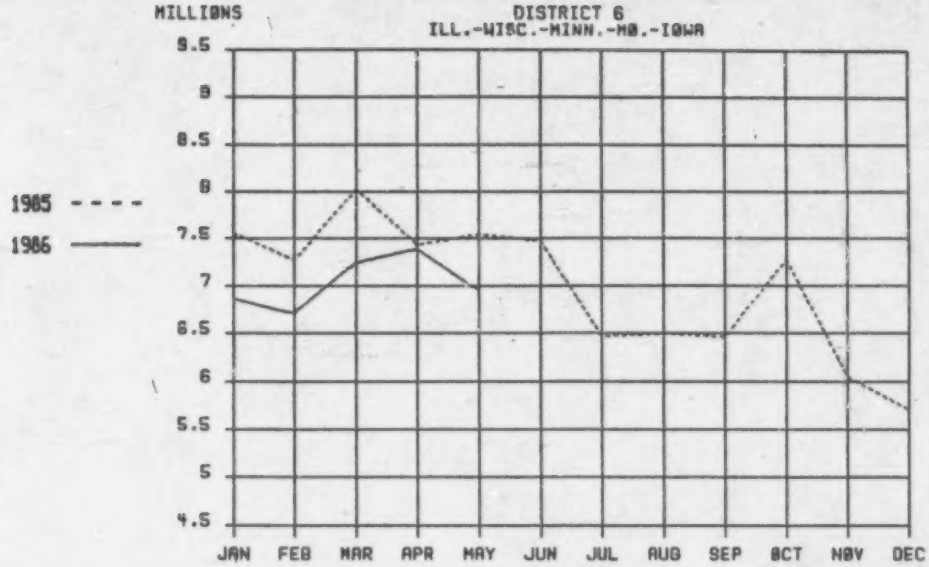
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.6	10.2	0.6	4.6	2.5							
% Change	Cumulative	6.6	8.3	5.5	5.3	4.7							



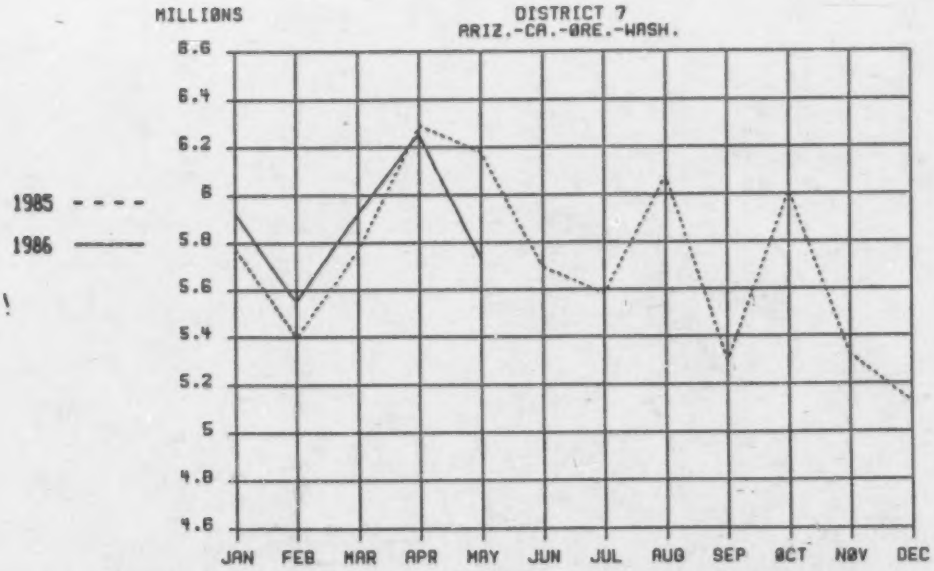
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.0	-3.9	0.0	1.1	-7.5							
% Change	Cumulative	2.0	-1.0	-0.7	-0.2	-1.7							



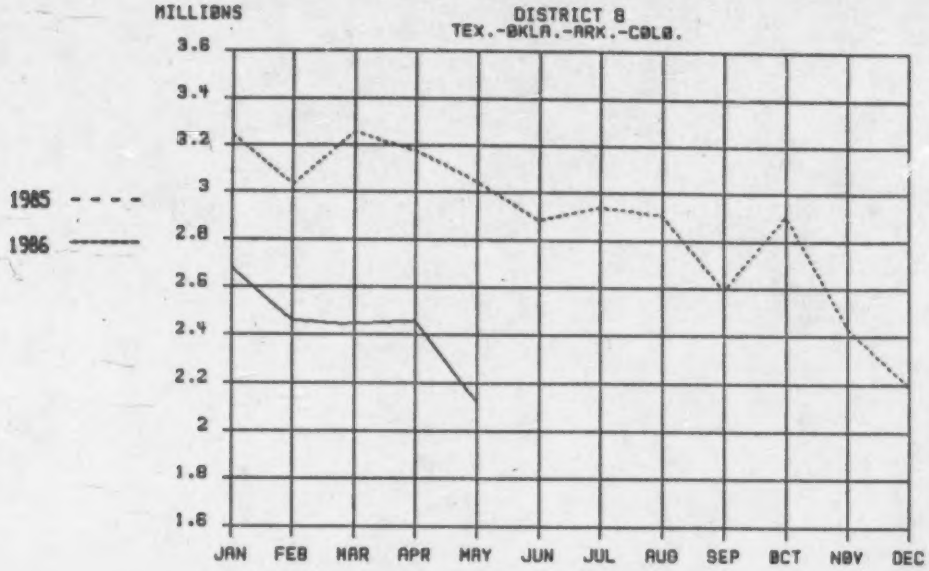
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.1	4.9	7.8	17.0	5.4							
% Change	Cumulative	12.1	8.5	8.2	10.4	9.3							



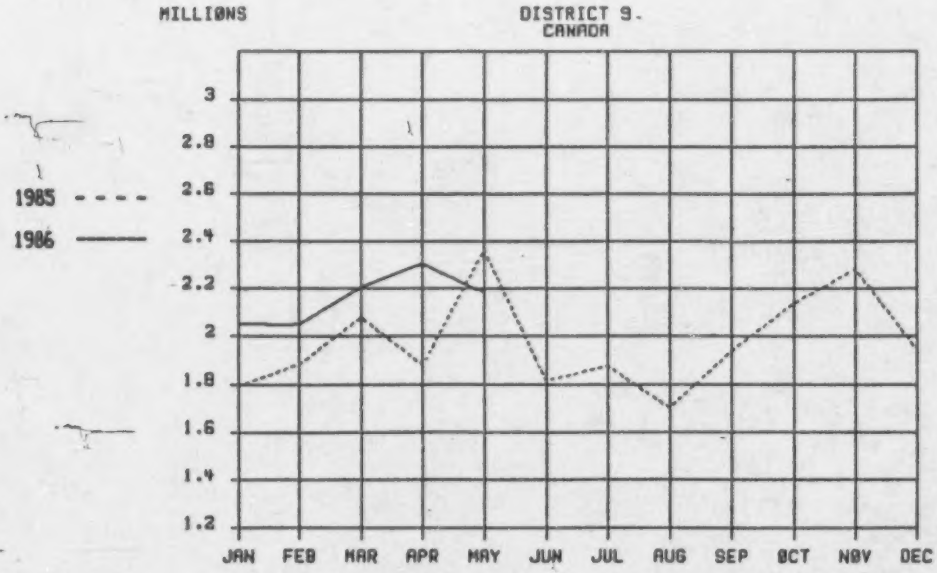
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5	-7.8							
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.0							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	2.8	-0.6	-7.2							
% Change	Cumulative	2.6	2.7	2.7	1.8	-0.1							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3							
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6	8.8	6.0	22.6	-7.5							
% Change	Cumulative	14.6	11.6	9.6	12.8	8.0							

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news release

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FOR RELEASE: IMMEDIATELY

June 1986 Sales for the Metal Treating Industry
DECLINE 2.3% FROM JUNE 1985 FIGURES

The June total was $39.9 million, compared to $40.9 million in June, 1985.

The Commercial Heat Treating Industry's billings remained essentially flat, declining only 0.1% from May, 1986.

For the first half of 1986, sales amounted to $244.9 million, off 1.5% for this period in 1985 which totaled $248.6 million.

Four out of nine MTI districts experienced a decline in sales from June 1985. Four of nine districts also saw a year-to-date drop as well.

A summary of percentage change by geographic regions follows:

District		Jun 86 vs. Jun 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	10.9	10.3
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 9.3	- 4.6
3	South Central (W.PA-OH-IN-KY)	4.3	4.6
4	Michigan	- 5.4	- 2.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.8	8.7
6	North Central (IL-WI-MN-MO-IA)	- 7.8	- 7.4
7	Pacific Coast (CA-AZ-ORE-WASH)	0.2	0.0
8	Southwest (TX-OK-AR-CO-LA-UT)	-29.5	-23.8
9	Canada	24.7	10.6

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

JUNE, 1986

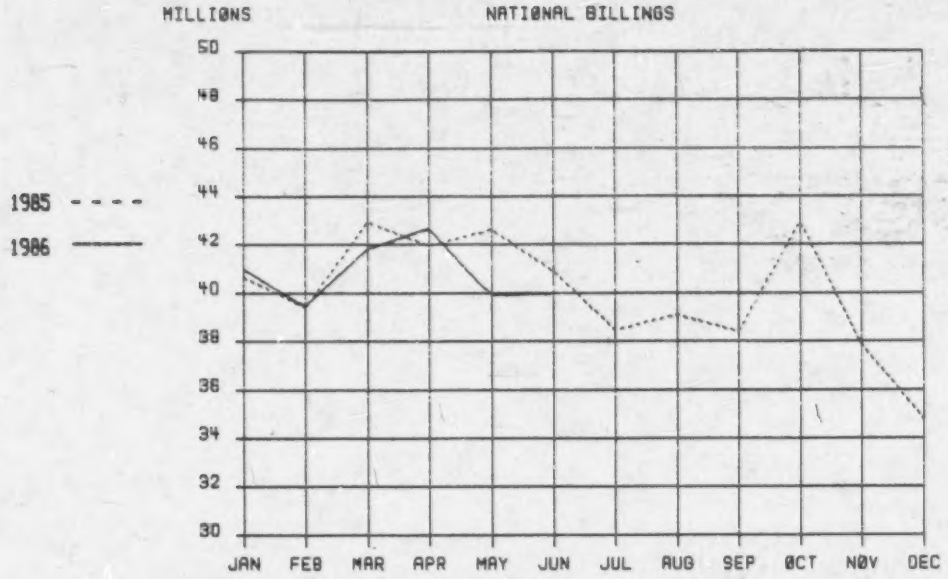
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	40920.4	39986.7	- 2.3	100.0	100.0
Dist. 1	17	3068.8	3402.8	10.9	7.5	8.5
Dist. 2	44	4708.7	4268.9	- 9.3	11.5	10.7
Dist. 3	60	7620.0	7947.4	4.3	18.6	19.9
Dist. 4	33	5535.5	5234.7	- 5.4	13.5	13.1
Dist. 5	23	2105.6	2227.7	5.8	5.1	5.6
Dist. 6	49	7484.9	6901.5	- 7.8	18.3	17.3
Dist. 7	41	5698.5	5708.9	0.2	13.9	14.3
Dist. 8	25	2883.7	2031.9	-29.5	7.0	5.1
Dist. 9	16	1814.8	2262.9	24.7	4.4	5.7
Foreign	11					

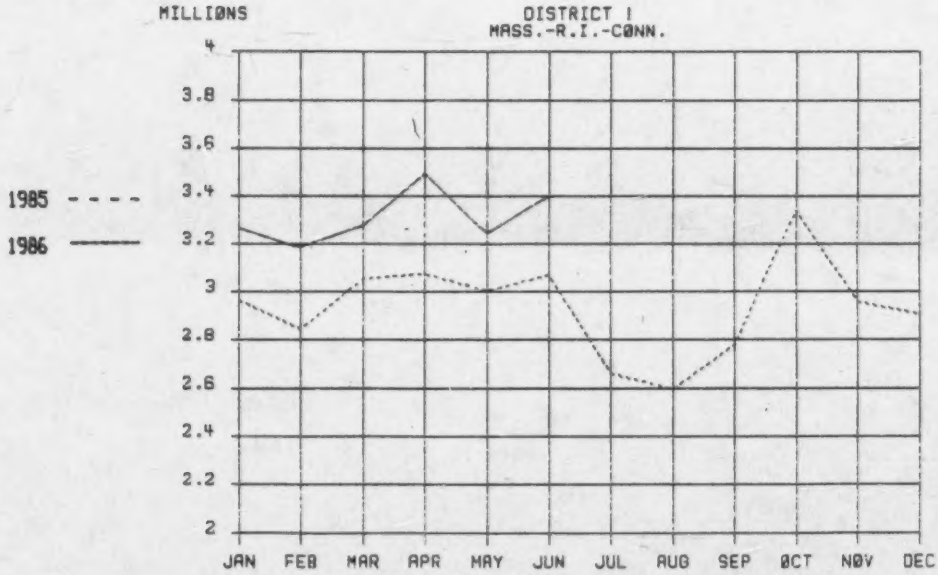
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	248614.4	244926.9	- 1.5	100.0	100.0
Dist. 1	18013.2	19873.7	10.3	7.2	8.1
Dist. 2	28649.5	27326.7	- 4.6	11.5	11.2
Dist. 3	43265.9	45276.5	4.6	17.4	18.5
Dist. 4	35114.7	34325.0	- 2.2	14.1	14.0
Dist. 5	12644.3	13748.1	8.7	5.1	5.6
Dist. 6	45348.9	41998.3	- 7.4	18.2	17.1
Dist. 7	35118.3	35105.5	0.0	14.1	14.3
Dist. 8	18643.0	14206.7	-23.8	7.5	5.8
Dist. 9	11816.6	13066.5	10.6	4.8	5.3

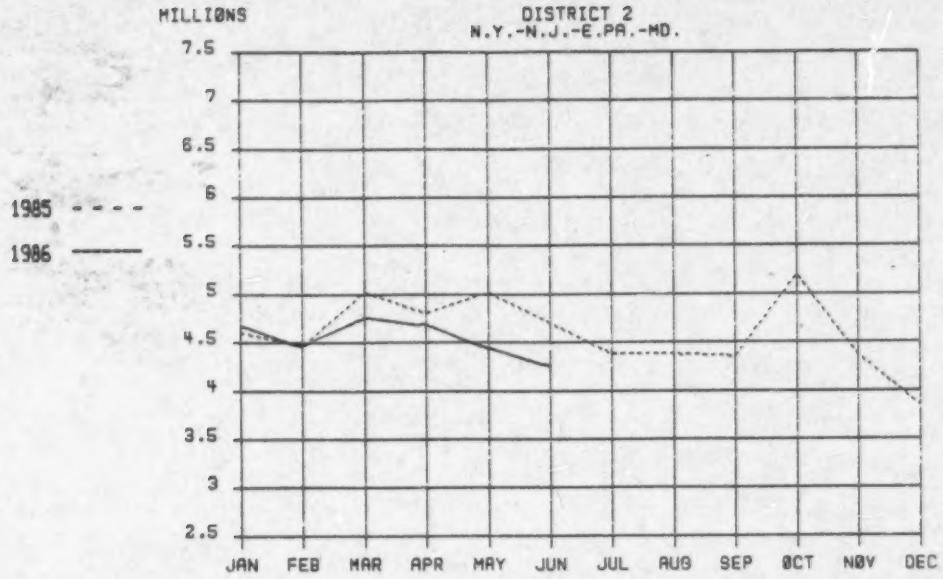
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



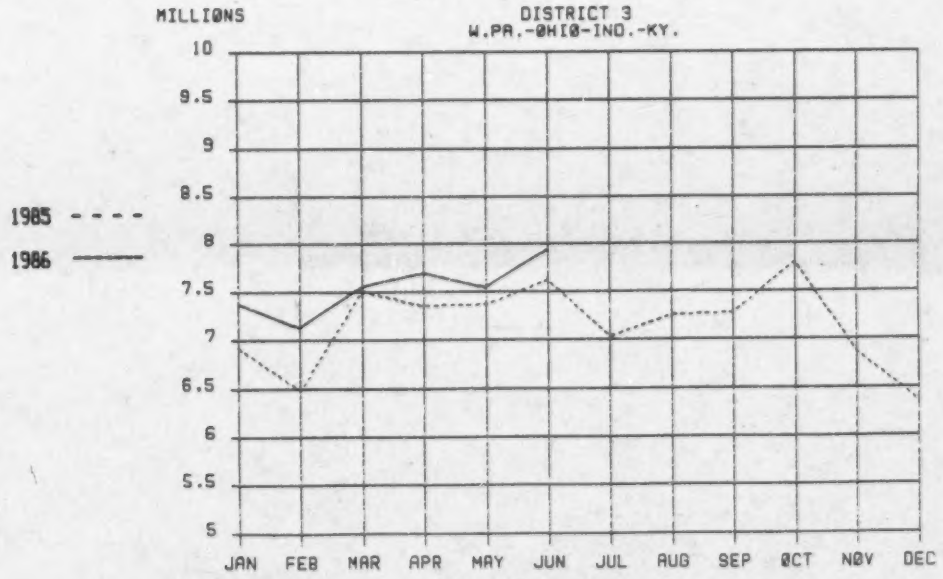
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.8	0.2	-2.6	1.6	-6.4	-2.3						
% Change	Cumulative	0.8	0.5	-0.6	0.0	-1.3	-1.5						



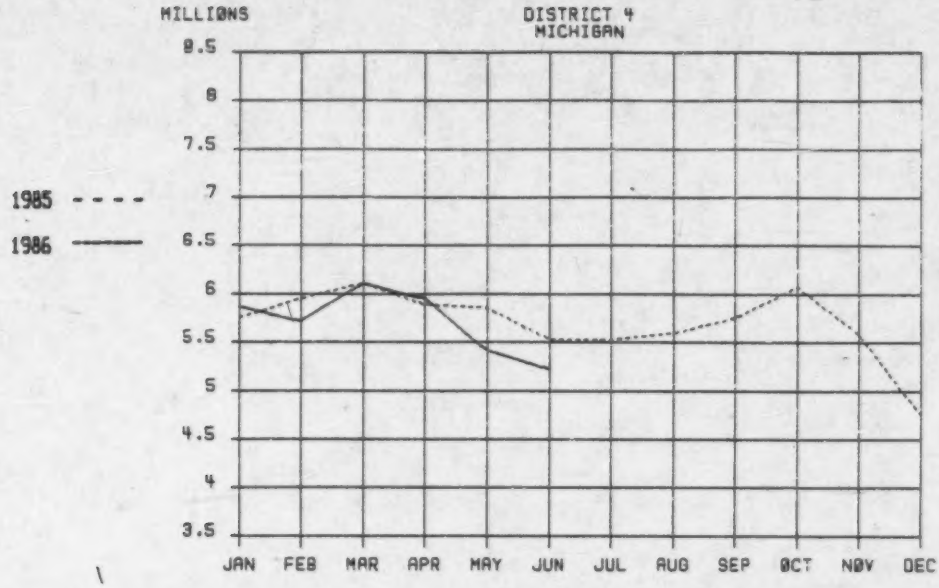
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9						
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3						



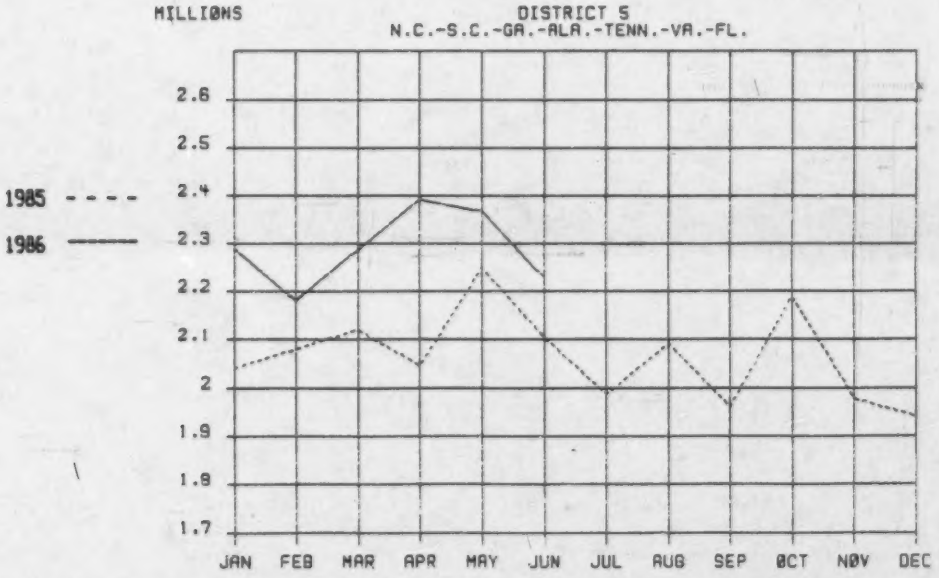
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3						
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6						



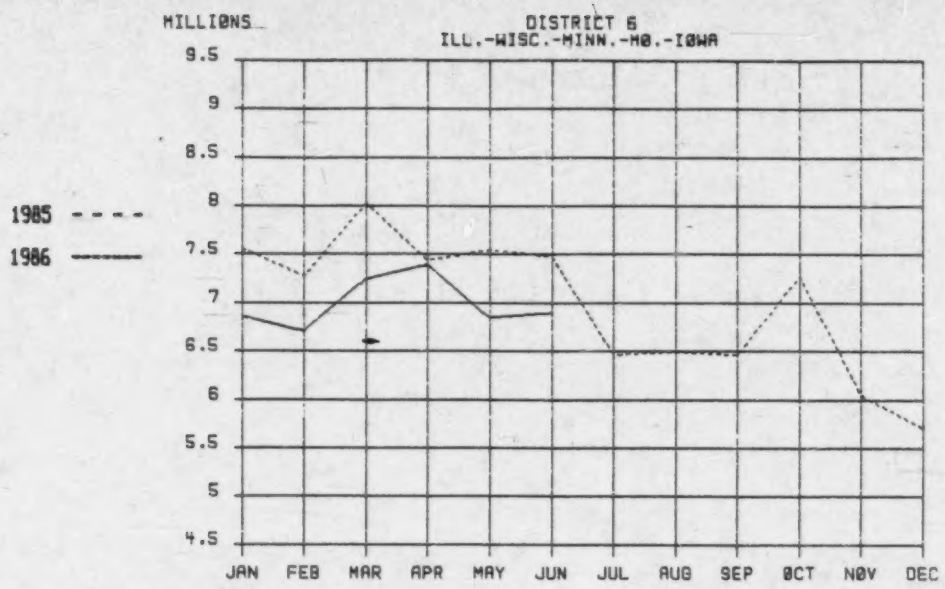
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.6	10.2	0.6	4.6	2.5	4.3						
% Change	Cumulative	6.6	8.3	5.5	5.3	4.7	4.6						



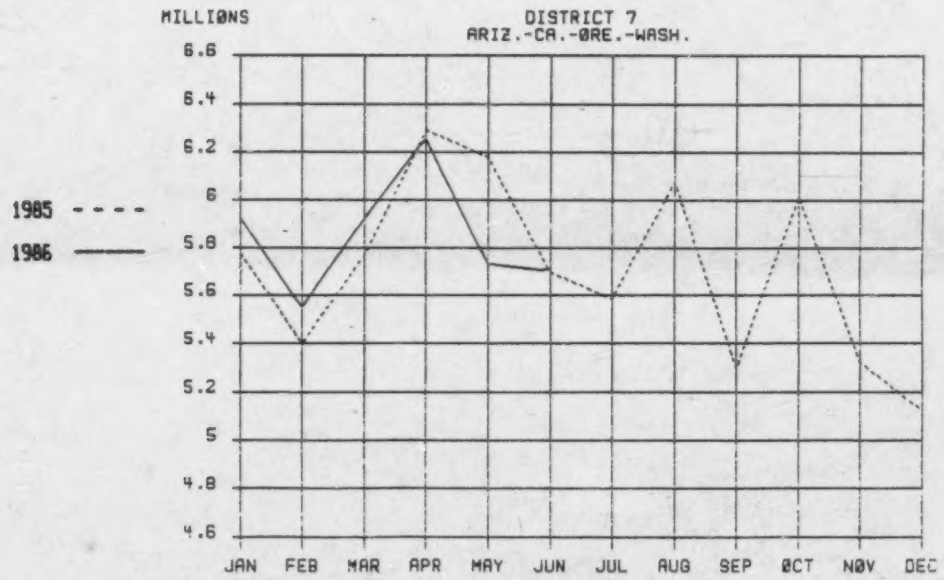
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.0	-3.9	0.0	1.1	-7.5	-5.4						
% Change	Cumulative	2.0	-1.0	-0.7	-0.2	-1.7	-2.2						



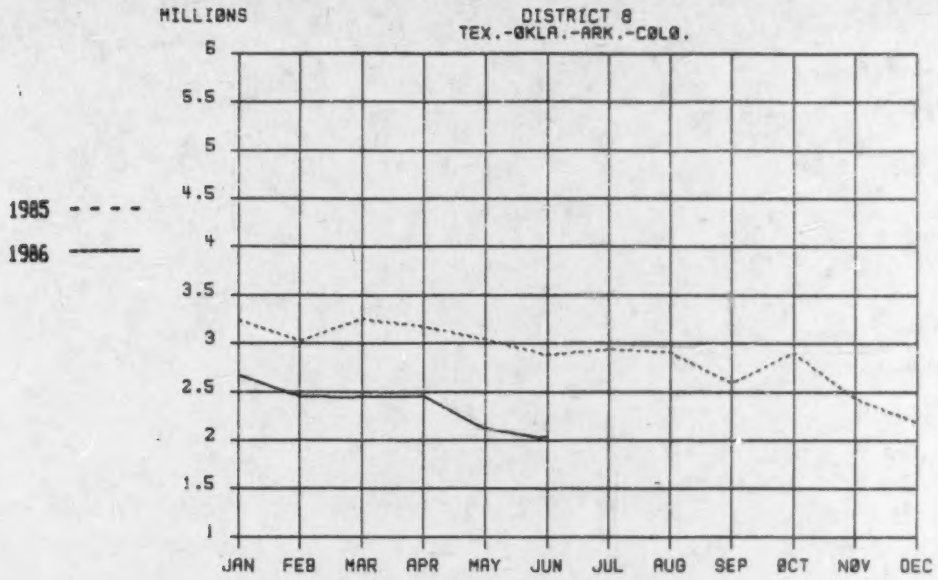
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.1	4.9	7.8	17.0	5.4	5.8						
% Change	Cumulative	12.1	8.5	8.2	10.4	9.3	8.7						



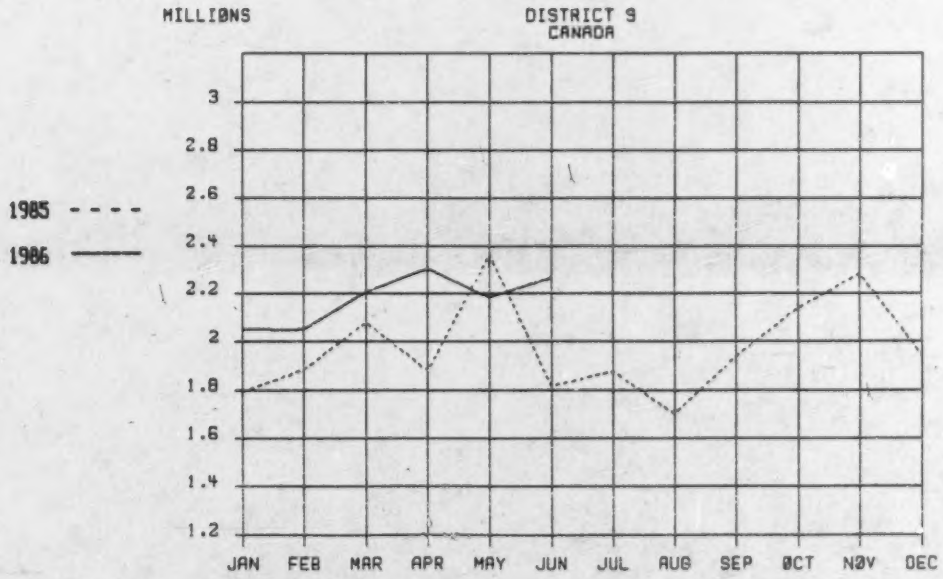
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-7.8						
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.4						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	2.8	-0.6	-7.2	0.2						
% Change	Cumulative	2.6	2.7	2.7	1.8	-0.1	0.0						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5						
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6	8.8	6.0	22.6	-7.5	24.7						
% Change	Cumulative	14.6	11.6	9.6	12.8	8.0	10.6						

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METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

July 1986 Billings for Metal Treaters
OFF 3.3% FROM PREVIOUS JULY

For the sixth time in the past seven months, sales performance has been off from the same month in 1985. In July, Commercial Heat Treaters recorded $37.4 million in sales. By comparison, the July 1985 total was $38.7 million.

For the year-to-date, the industry has recorded billings of $284.2 million, off 1.6% from the 1985 total for this period of $288.8 million.

Four out of nine MTI districts reported lower sales than in July 1985. These same four districts have experienced a year-to-date drop as well, when compared to 1985.

A summary of percentage change by geographic regions follows:

	District	Jul 86 vs. Jul 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	13.2	10.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	-10.0	- 5.3
3	South Central (W.PA-OH-IN-KY)	4.8	5.3
4	Michigan	- 9.8	- 3.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.8	9.3
6	North Central (IL-WI-MN-MO-IA)	- 6.3	- 7.3
7	Pacific Coast (CA-AZ-ORE-WASH)	1.7	0.2
8	Southwest (TX-OK-AR-CO-LA-UT)	-33.7	-25.2
9	Canada	8.4	9.2

A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JULY, 1986

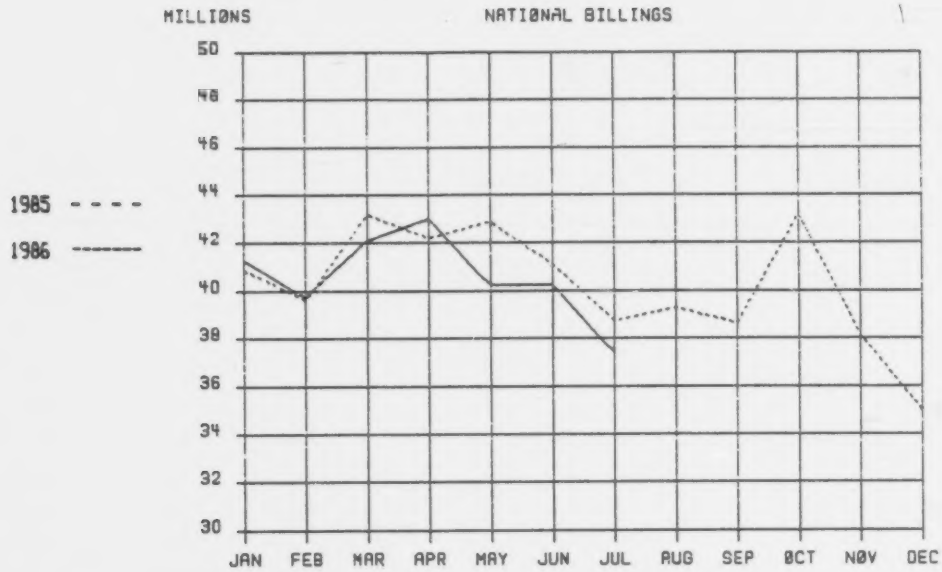
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	38740.9	37443.8	- 3.3	100.0	100.0
Dist. 1	17	2662.9	3014.1	13.2	6.9	8.0
Dist. 2	44	4385.6	3946.2	-10.0	11.3	10.5
Dist. 3	60	7048.7	7386.9	4.8	18.2	19.7
Dist. 4	33	5530.8	4990.6	- 9.8	14.3	13.3
Dist. 5	23	2029.0	2147.4	5.8	5.2	5.7
Dist. 6	49	6468.0	6062.3	- 6.3	16.7	16.2
Dist. 7	41	5585.3	5682.6	1.7	14.4	15.2
Dist. 8	25	2940.8	1948.4	-33.7	7.6	5.2
Dist. 9	16	2090.0	2265.3	8.4	5.4	6.0
Foreign	11					

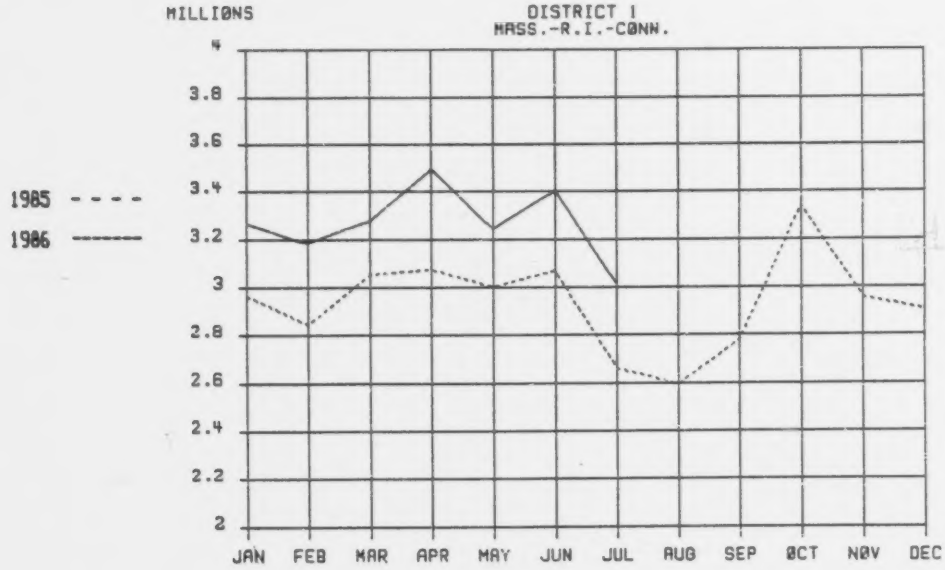
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	288776.2	284192.3	- 1.6	100.0	100.0
Dist. 1	20676.1	22887.8	10.7	7.2	8.1
Dist. 2	33035.1	31272.9	- 5.3	11.4	11.0
Dist. 3	50400.0	53064.0	5.3	17.5	18.7
Dist. 4	40645.4	39315.6	- 3.3	14.1	13.8
Dist. 5	14931.4	16320.4	9.3	5.2	5.7
Dist. 6	51816.9	48025.8	- 7.3	17.9	16.9
Dist. 7	40703.5	40788.1	0.2	14.1	14.4
Dist. 8	21583.7	16155.1	-25.2	7.5	5.7
Dist. 9	14984.0	16362.7	9.2	5.2	5.8

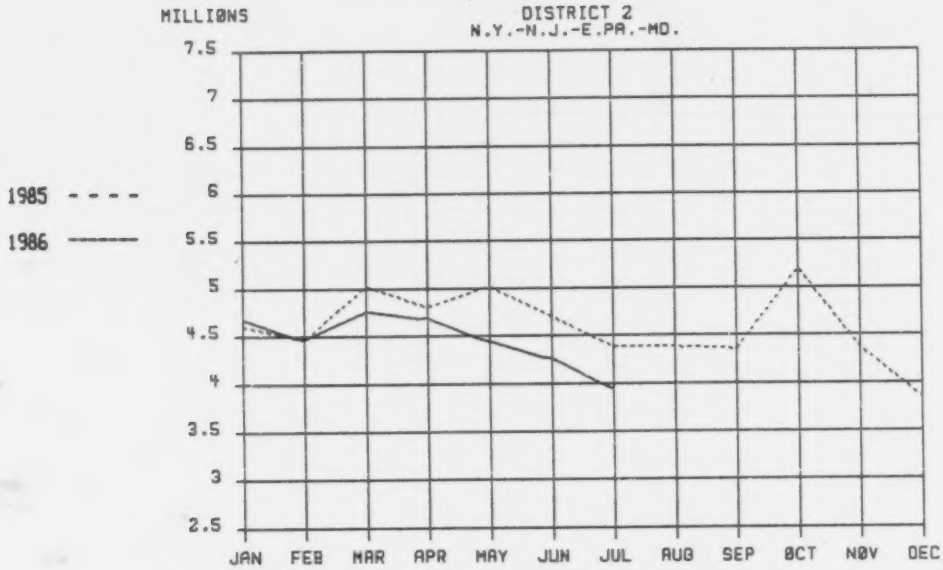
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



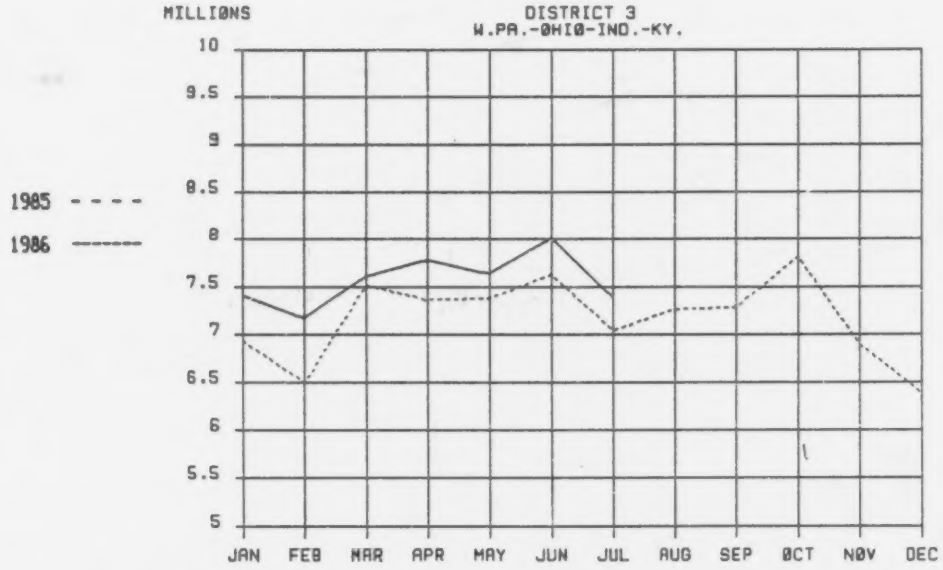
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	0.3	-2.5	1.9	-6.2	-2.2	-3.3					
% Change	Cumulative	0.9	0.6	-0.4	0.2	-1.1	-1.3	-1.6					



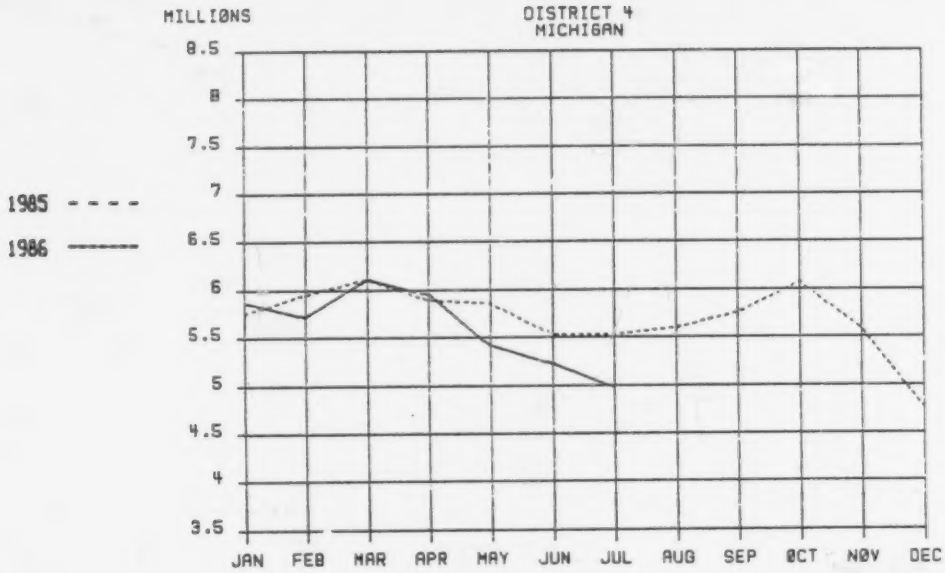
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	13.2					
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.7					



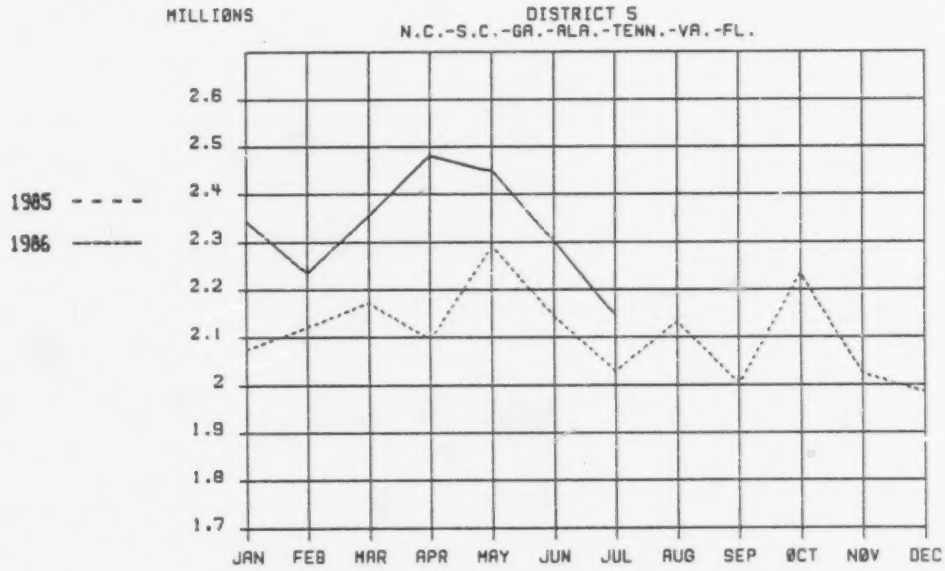
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-10.0					
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.3					



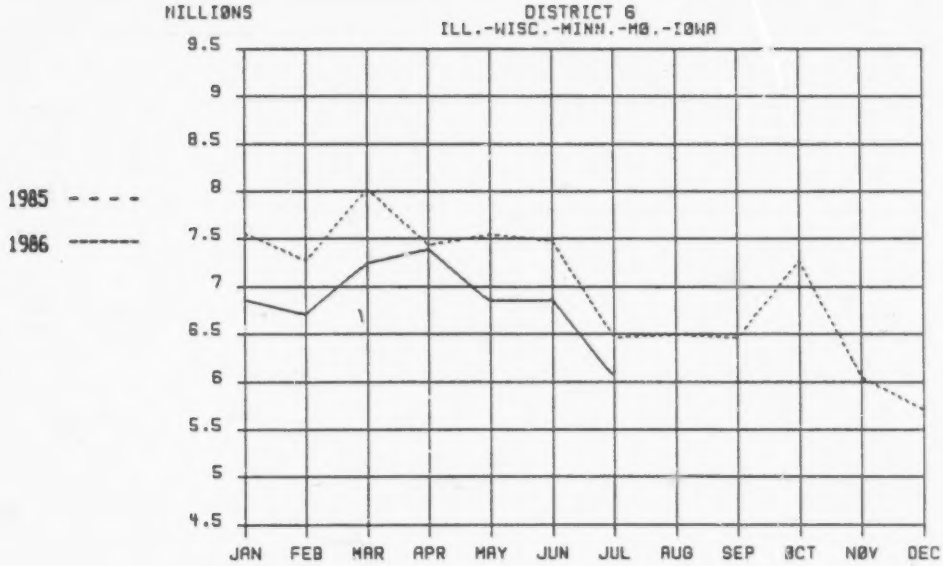
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.9	10.5	1.2	5.7	3.7	5.1	4.8					
% Change	Cumulative	6.9	8.6	6.0	5.9	5.4	5.4	5.3					



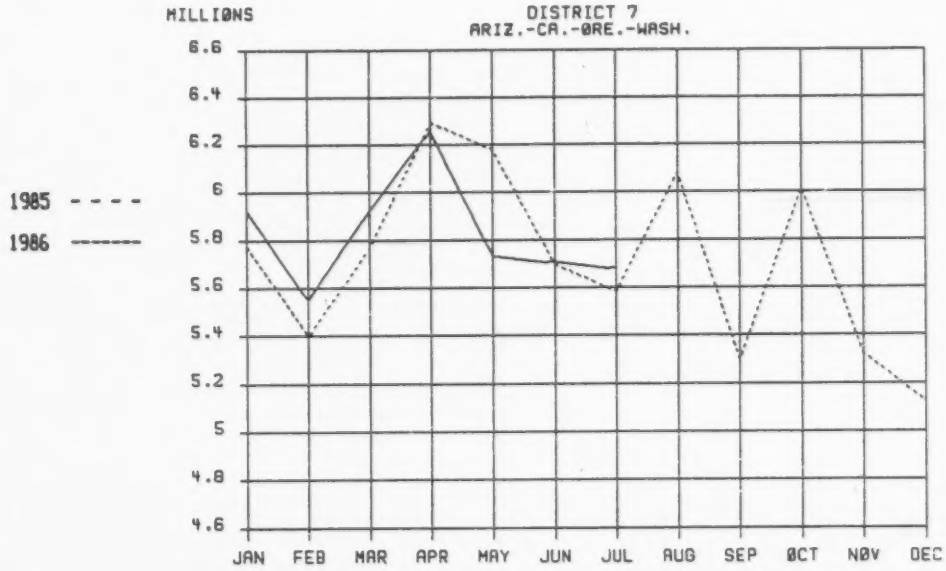
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.0	-3.9	0.0	1.1	-7.5	-5.4	-9.8					
% Change	Cumulative	2.0	-1.0	-0.7	-0.2	-1.7	-2.2	-3.3					



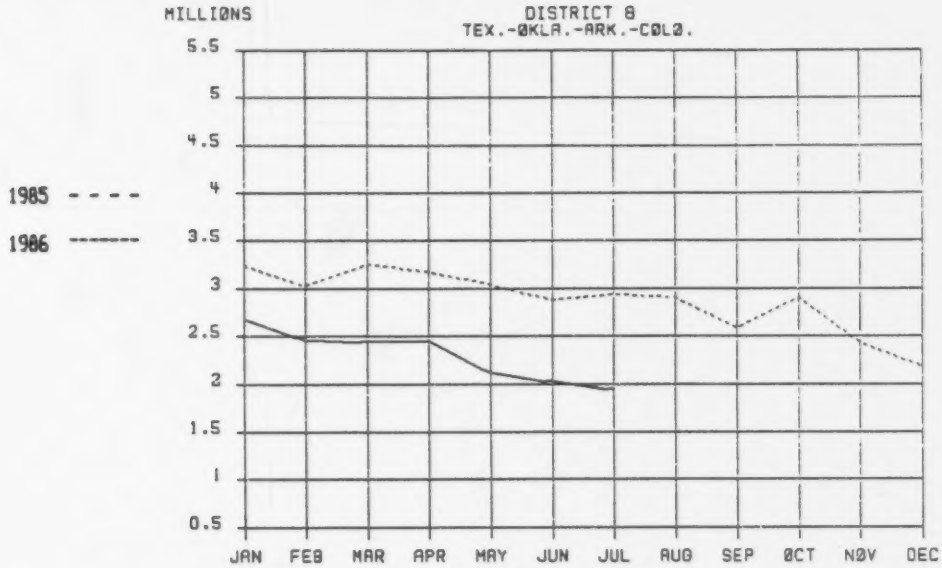
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8					
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3					



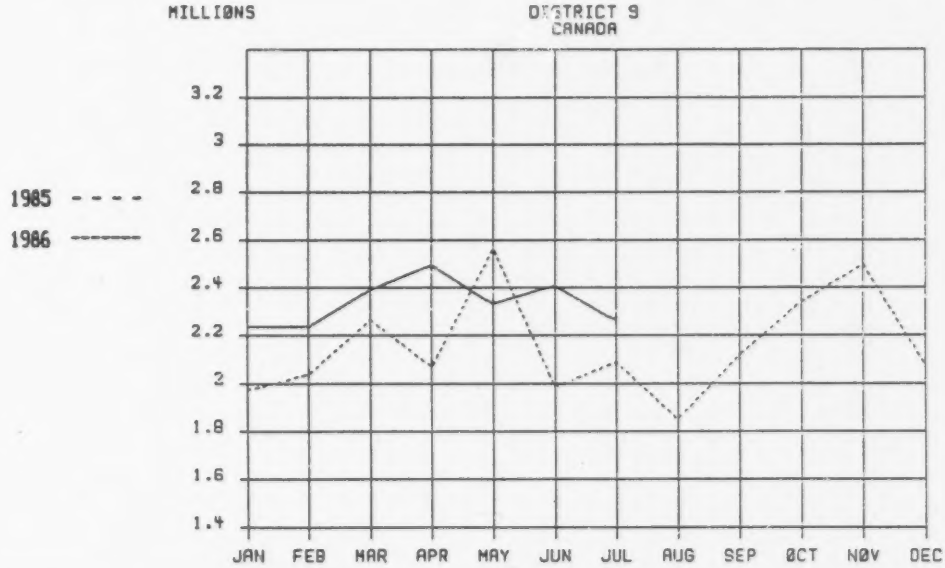
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3					
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	2.8	-0.6	-7.2	0.2	1.7					
% Change	Cumulative	2.6	2.7	2.7	1.8	-0.1	0.0	0.2					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7					
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4					
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2					

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METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

Metal Treating Industry continues sales decline.
AUGUST 1986 BILLINGS DOWN 7% FROM AUGUST 1985 TOTAL

The August 1986 sales performance by members of the Metal Treating Industry stood at $36.6 million. This compares to $39.4 million for August 1985. The current month's billings total is off 14.1% from the 1986 high of $42.6 million recorded in March.

For the first eight months of 1986, the industry totaled $321.7 million in sales, off 2.1% from the 1985 amount for this period of $328.7 million.

Five of the nine MTI districts experienced a decline from August 1985 and in the year-to-date comparison to 1985.

A summary of percentage change by geographic regions follows:

	District	Aug 86 vs. Aug 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	1.8	9.8
2	Middle Atlantic (NY-NJ-E. PA-MD)	-13.8	- 6.5
3	South Central (W. PA-OH-IN-KY)	0.3	4.7
4	Michigan	-12.7	- 3.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	4.5	8.7
6	North Central (IL-WI-MN-MO-IA)	- 2.9	- 6.8
7	Pacific Coast (CA-AZ-ORE-WASH)	- 6.6	- 0.7
8	Southwest (TX-OK-AR-CO-LA-UT)	-36.1	-26.5
9	Canada	3.2	8.5

A6376-1

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1986

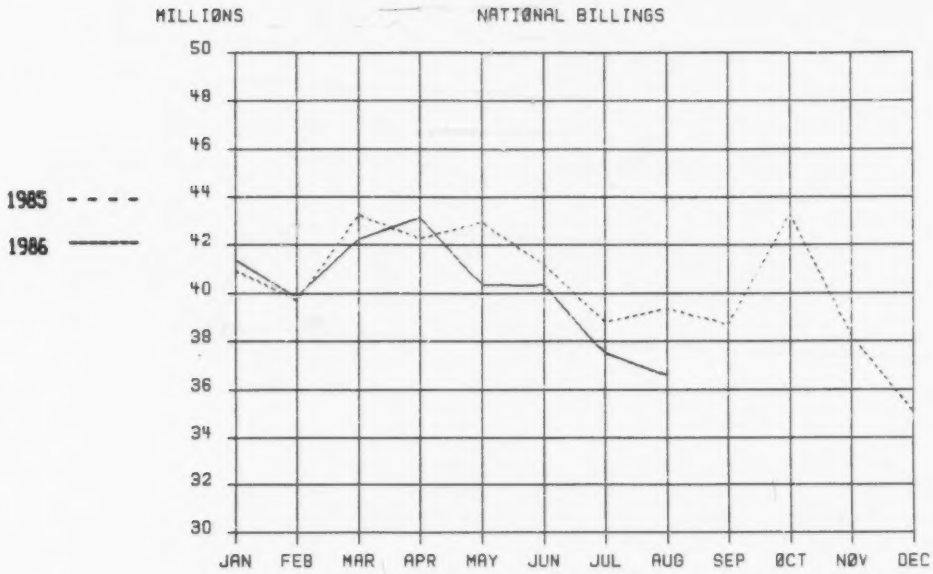
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	39379.8	36636.5	- 7.0	100.0	100.0
Dist. 1	17	2596.1	2642.8	1.8	6.6	7.2
Dist. 2	44	4382.2	3776.8	-13.8	11.1	10.3
Dist. 3	60	7266.5	7291.4	0.3	18.5	19.9
Dist. 4	33	5669.1	4948.8	-12.7	14.4	13.5
Dist. 5	23	2133.6	2228.7	4.5	5.4	6.1
Dist. 6	49	6495.1	6304.1	- 2.9	16.5	17.2
Dist. 7	41	6078.3	5675.3	- 6.6	15.4	15.5
Dist. 8	25	2907.5	1857.7	-36.1	7.4	5.1
Dist. 9	16	1851.6	1910.7	3.2	4.7	5.2
Foreign	11					

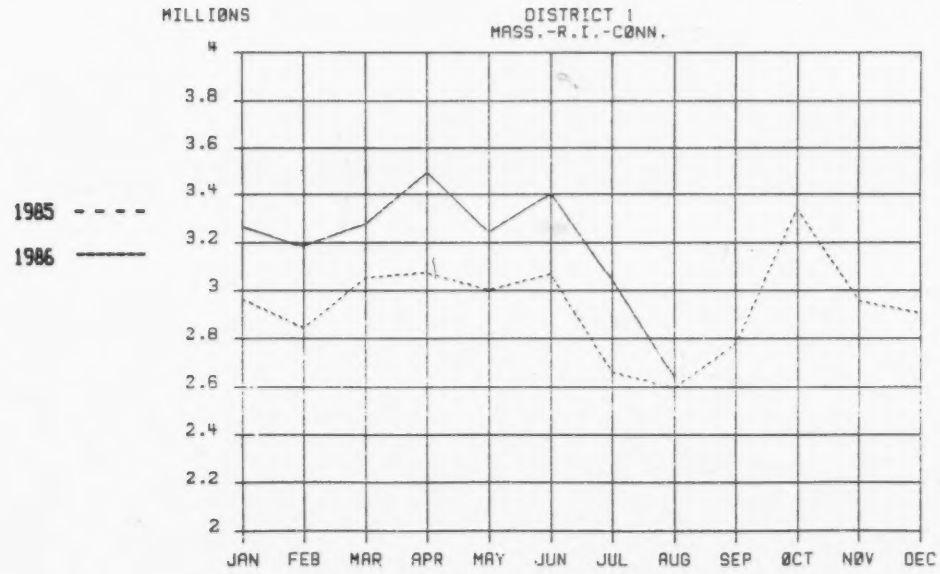
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	328670.0	321658.2	- 2.1	100.0	100.0
Dist. 1	23272.2	25561.9	9.8	7.1	7.9
Dist. 2	37417.3	34988.5	- 6.5	11.4	10.9
Dist. 3	57666.5	60355.4	4.7	17.5	18.8
Dist. 4	46828.5	45125.8	- 3.6	14.2	14.0
Dist. 5	17065.0	18549.0	8.7	5.2	5.8
Dist. 6	58312.0	54330.0	- 6.8	17.7	16.9
Dist. 7	46781.8	46461.3	- 0.7	14.2	14.4
Dist. 8	24491.3	18012.8	-26.5	7.5	5.6
Dist. 9	16835.6	18273.4	8.5	5.1	5.7

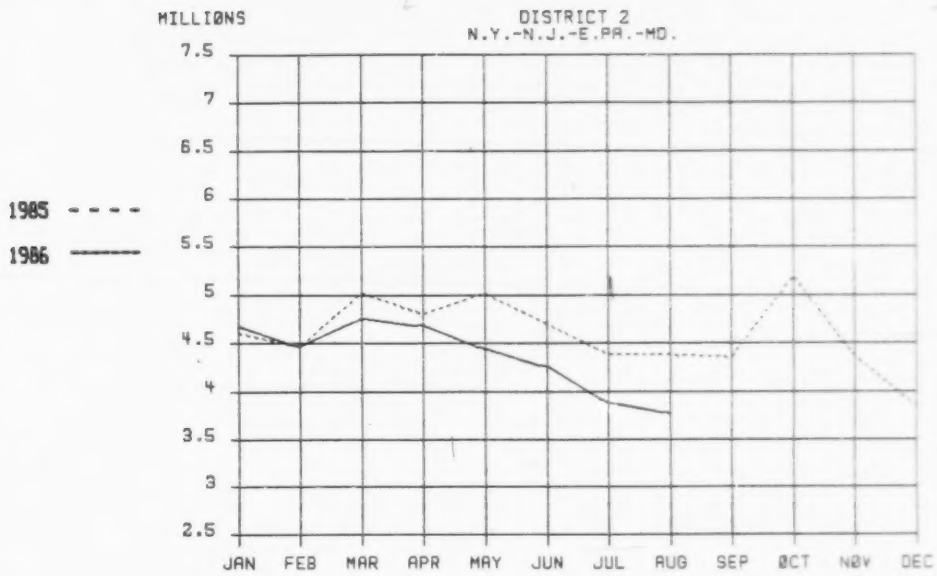
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



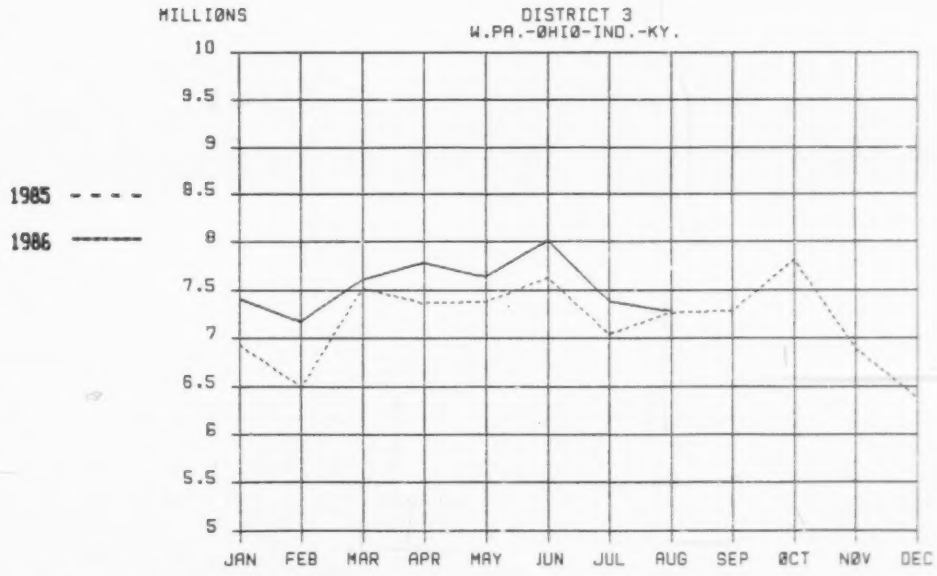
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.0	0.4	-2.3	2.0	-6.0	-2.1	-3.3	-7.0				
% Change	Cumulative	1.0	0.7	-0.3	0.3	-1.0	-1.2	-1.5	-2.1				



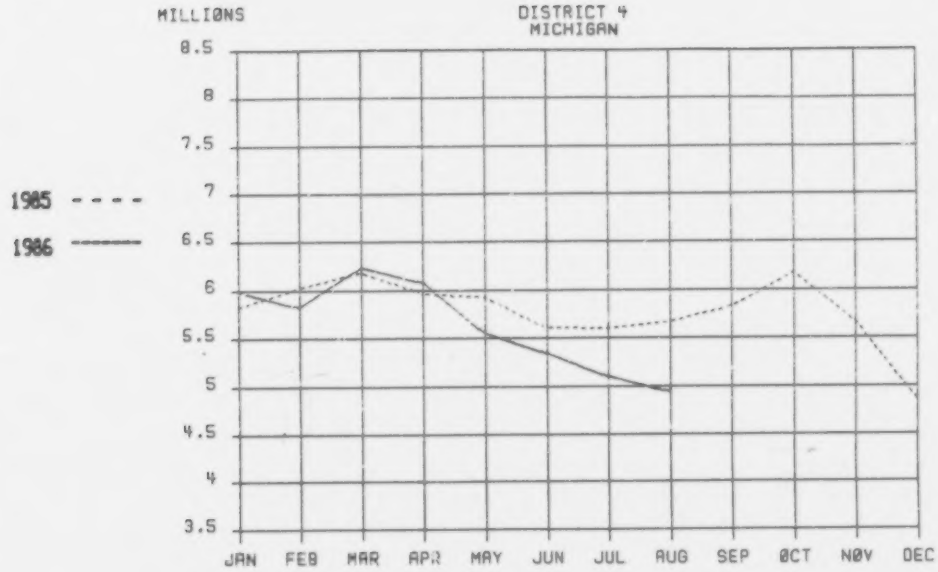
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8				
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8				



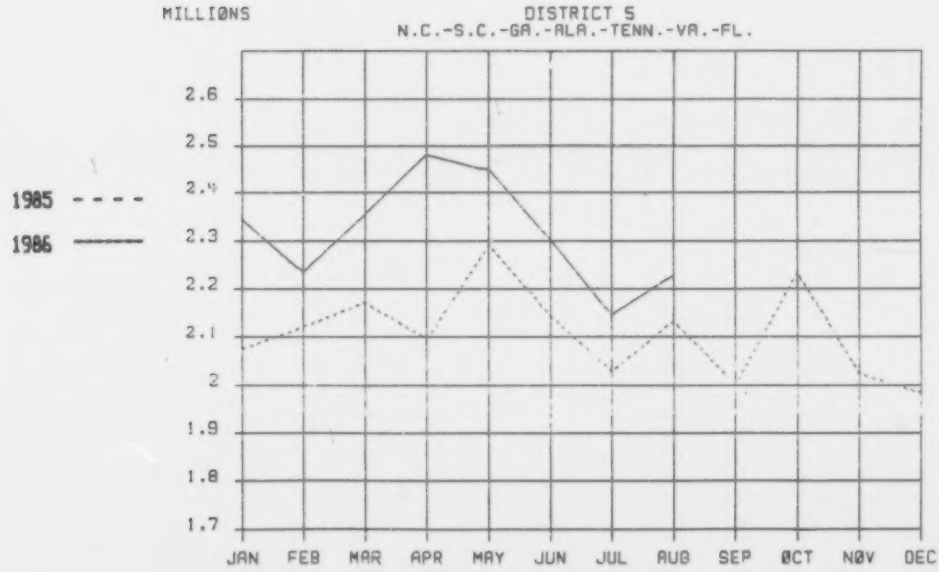
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8				
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5				



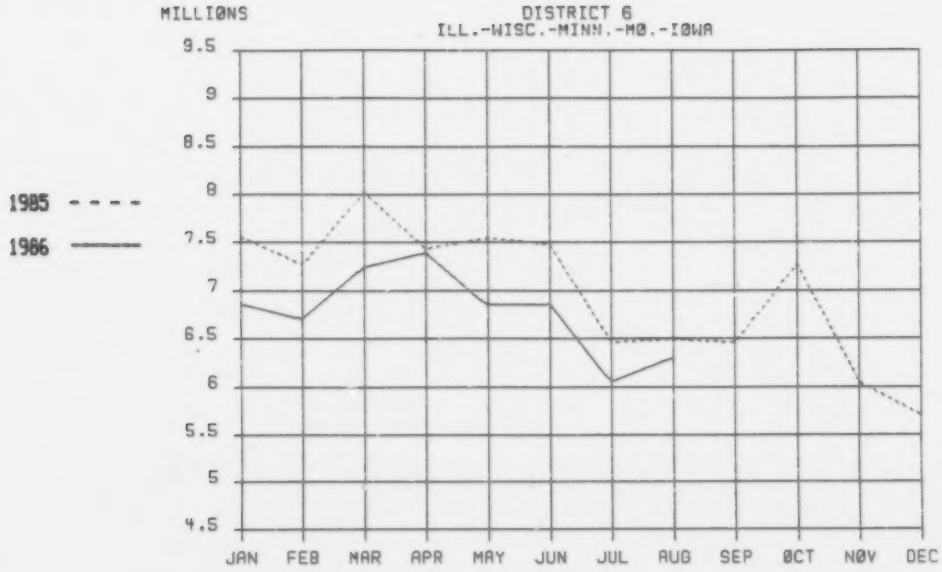
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.9	10.5	1.2	5.7	3.7	5.1	4.8	0.3				
% Change	Cumulative	6.9	8.6	6.0	5.9	5.4	5.4	5.3	4.7				



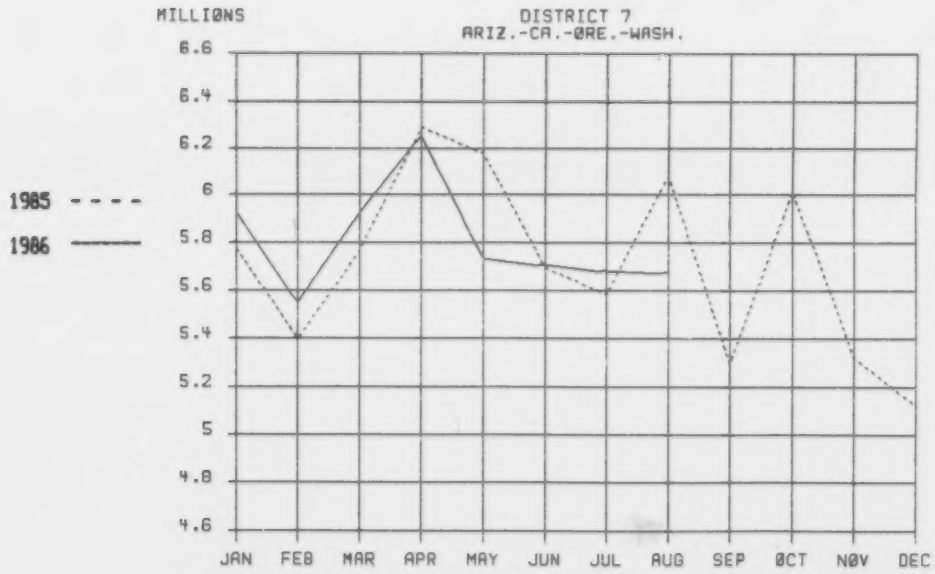
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.8	-3.2	0.9	2.1	-6.4	-4.6	-8.9	-12.7				
% Change	Cumulative	2.8	-0.2	0.1	0.6	0.8	-1.4	-2.4	- 3.6				



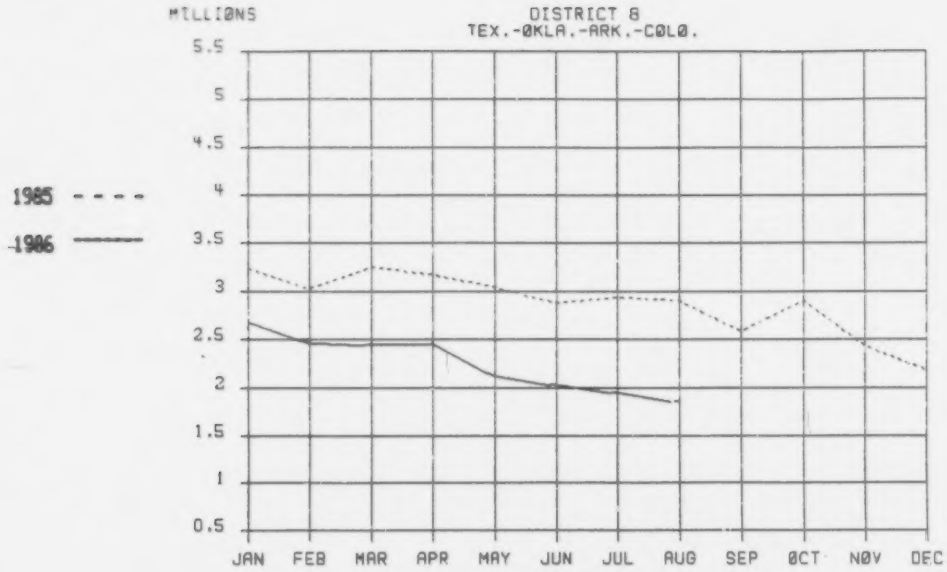
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5				
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7				



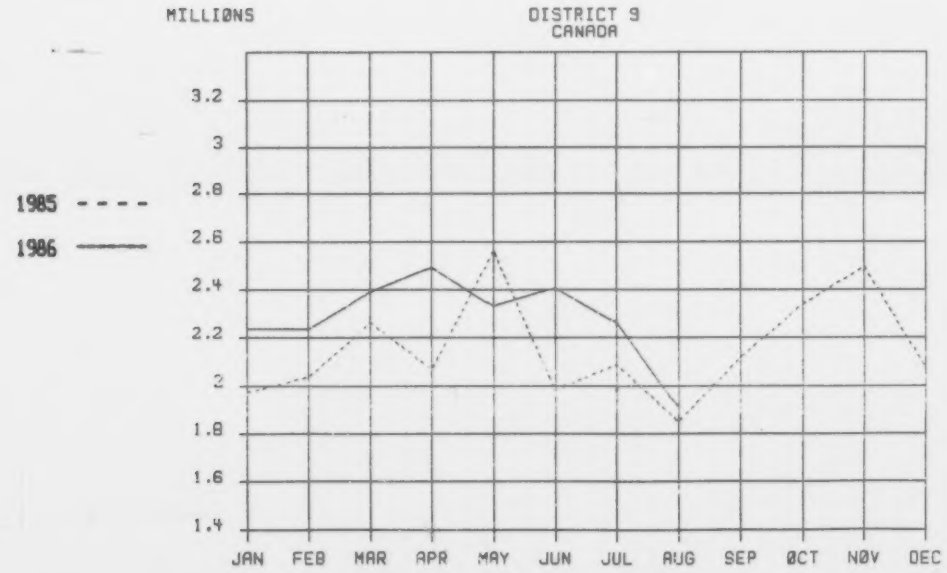
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9				
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	2.8	-0.6	-7.2	0.1	1.7	-6.6				
% Change	Cumulative	2.6	2.7	2.7	1.8	-0.1	0.0	0.2	-0.7				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1				
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2				
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5				

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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

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FOR RELEASE: IMMEDIATELY

Metal Treating Industry posts 3.7% improvement IN SALES FROM THE SEPTEMBER 1985 TOTAL

September 1986 billings for commercial heat treaters reached $40.0 million. This compares to $38.5 million for September 1985.

For the first three quarters of 1986, the industry reports $359.9 million in sales, down 1.6% from the 1985 three-quarter mark of $365.7 million.

Two of the nine MTI districts experienced a decline from September 1985 and four districts declined in the year-to-date comparisons.

A summary of percentage change by geographic regions follows:

	District	Sep 86 vs. Sep 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	20.5	11.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	0.2	- 5.8
3	South Central (W.PA-OH-IN-KY)	8.8	4.6
4	Michigan	- 7.8	- 4.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.0	8.6
6	North Central (IL-WI-MN-MO-IA)	6.8	- 5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	10.3	0.9
8	Southwest (TX-OK-AR-CO-LA-UT)	-30.2	-26.8
9	Canada	15.8	9.4

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1986

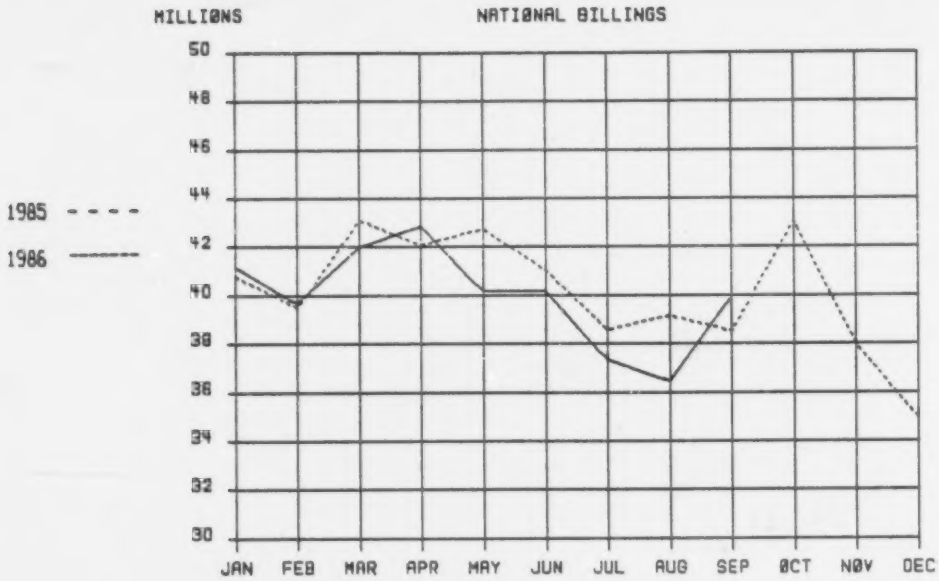
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	38523.4	39961.1	3.7	100.0	100.0
Dist. 1	17	2780.0	3350.1	20.5	7.2	8.4
Dist. 2	44	4361.3	4370.6	0.2	11.3	10.9
Dist. 3	60	7196.7	7826.9	8.8	18.7	19.6
Dist. 4	33	5831.0	5376.0	- 7.8	15.1	13.5
Dist. 5	23	2002.6	2163.0	8.0	5.2	5.4
Dist. 6	49	6465.7	6903.1	6.8	16.8	17.3
Dist. 7	41	5172.6	5706.6	10.3	13.4	14.3
Dist. 8	25	2593.3	1808.9	-30.2	6.7	4.5
Dist. 9	16	2120.1	2456.0	15.8	5.5	6.1
Foreign	11					

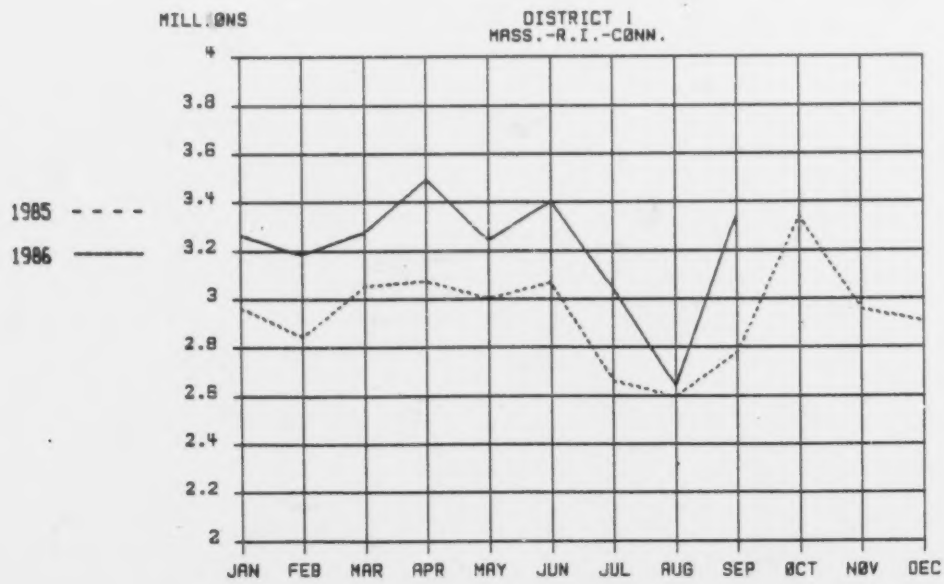
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	365661.9	359946.3	- 1.6	100.0	100.0
Dist. 1	26052.2	28912.2	11.0	7.1	8.0
Dist. 2	41778.6	39359.1	- 5.8	11.4	10.9
Dist. 3	64432.8	67388.3	4.6	17.6	18.7
Dist. 4	52659.5	50499.5	- 4.1	14.4	14.0
Dist. 5	19067.6	20712.0	8.6	5.2	5.8
Dist. 6	64777.7	61233.0	- 5.5	17.7	17.0
Dist. 7	50853.3	51291.2	0.9	13.9	14.2
Dist. 8	27084.6	19821.7	-26.8	7.4	5.5
Dist. 9	18955.7	20729.4	9.4	5.2	5.8

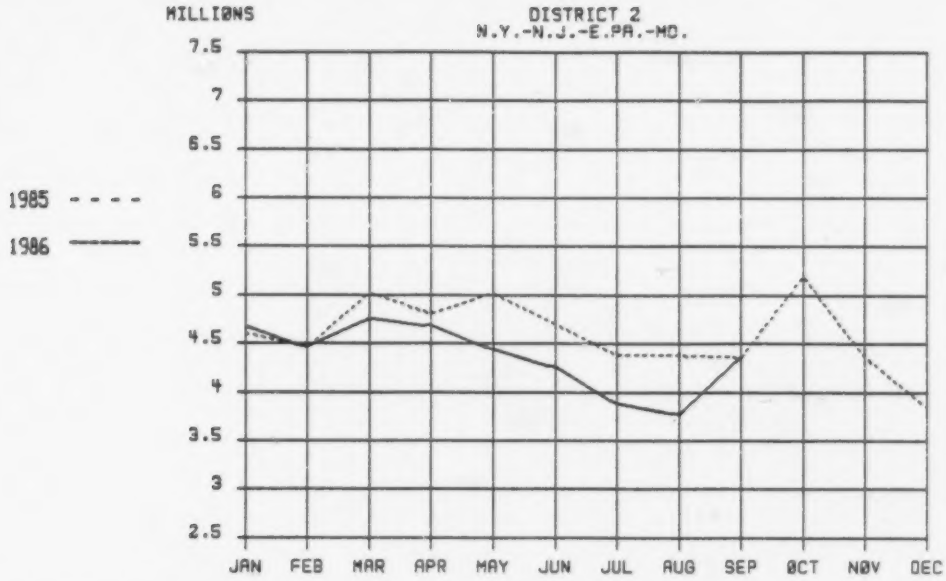
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



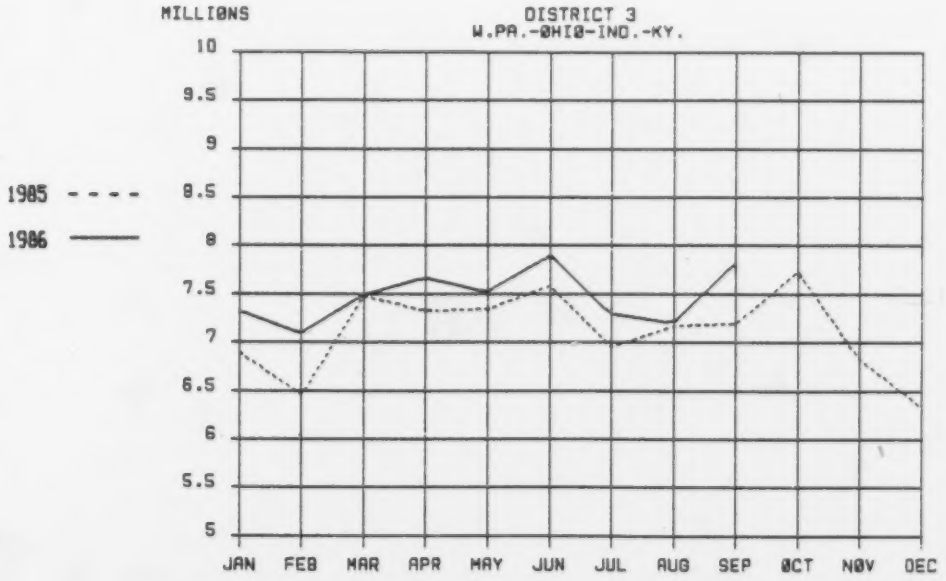
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	0.5	-2.6	1.8	-6.0	-2.2	-3.2	-6.9	3.7			
% Change	Cumulative	0.9	0.7	-0.4	0.1	-1.1	-1.3	-1.6	-2.2	-1.6			



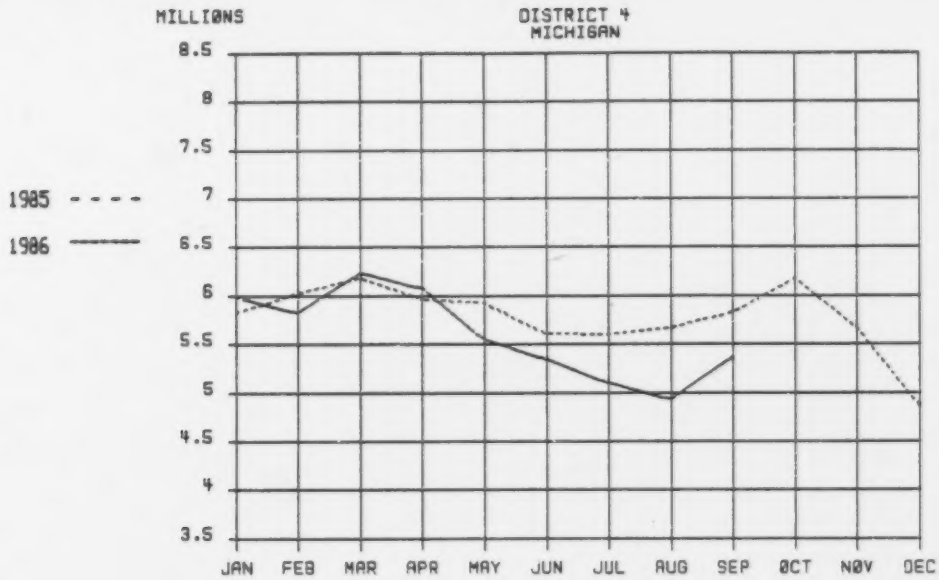
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8	20.5			
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0			



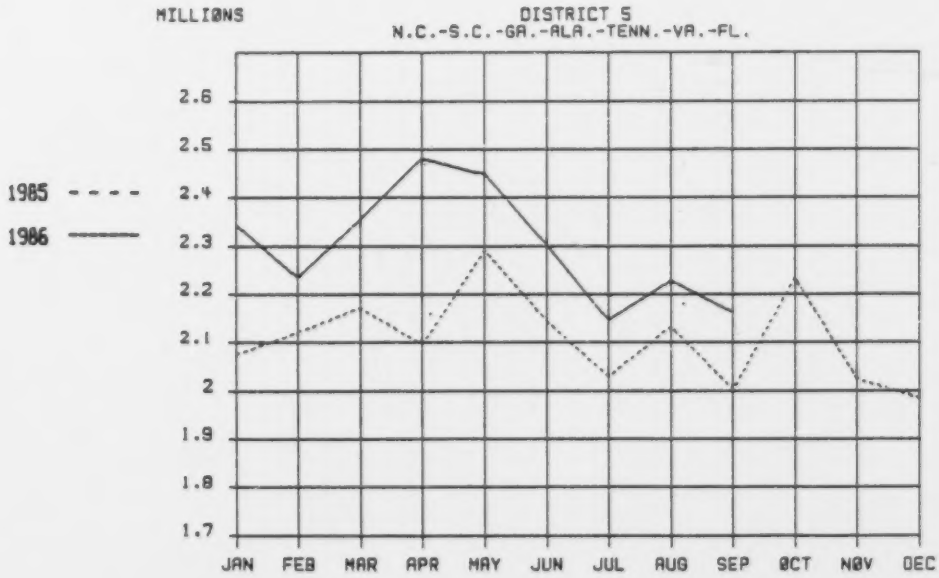
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8	0.2			
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5	- 5.8			



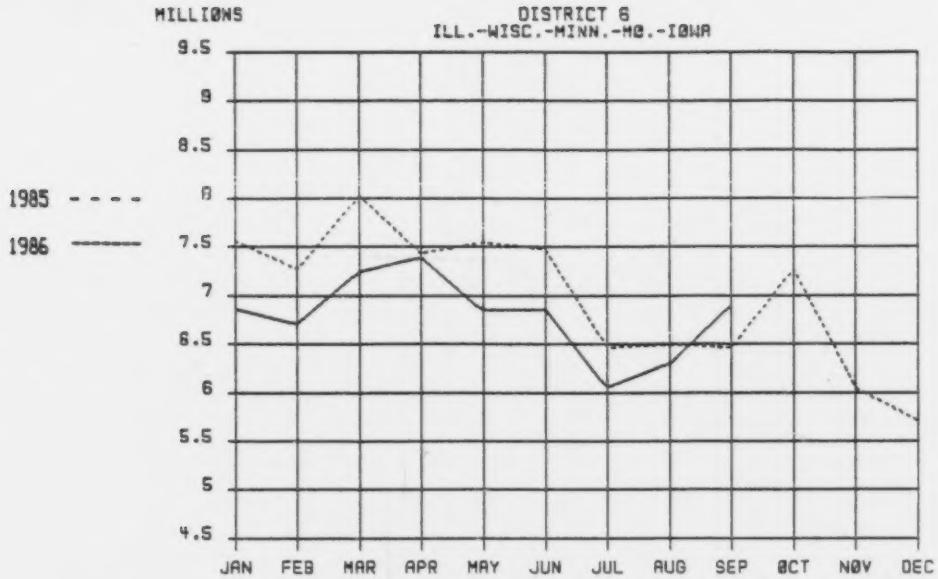
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8			
% Change	Cumulative	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6			



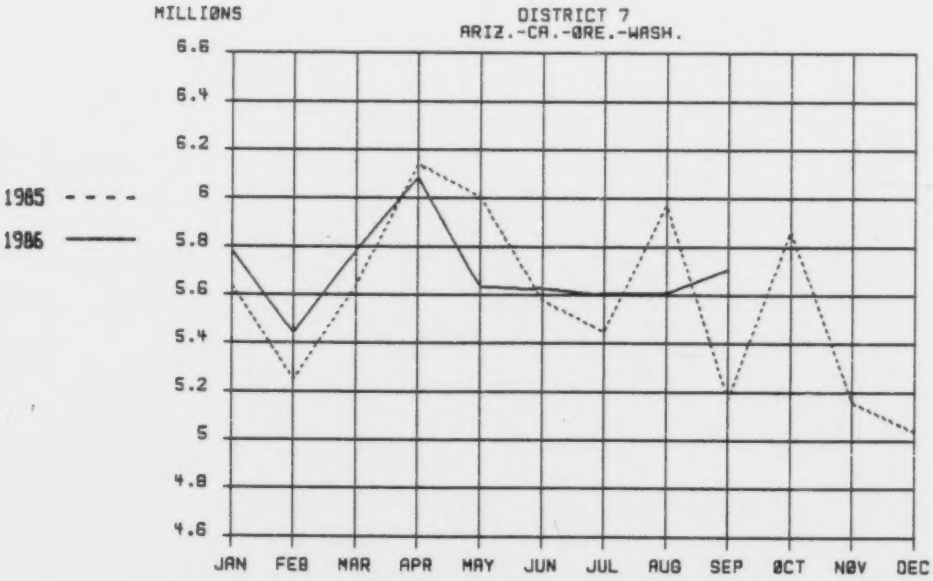
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.8	-3.2	0.9	2.1	-6.4	-4.6	-8.9	-12.7	- 7.8			
% Change	Cumulative	2.8	-0.2	0.1	0.6	0.8	-1.4	-2.4	- 3.6	- 4.1			



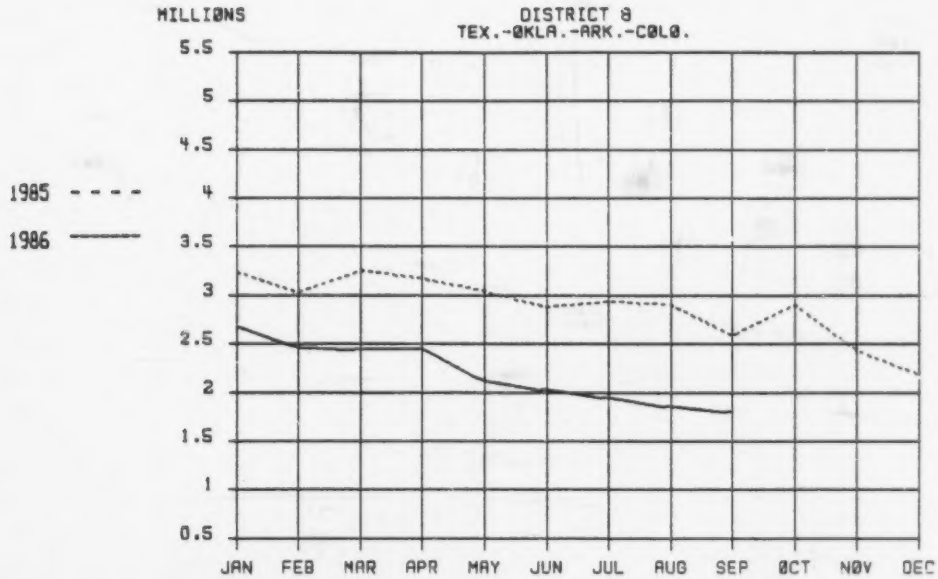
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0			
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6			



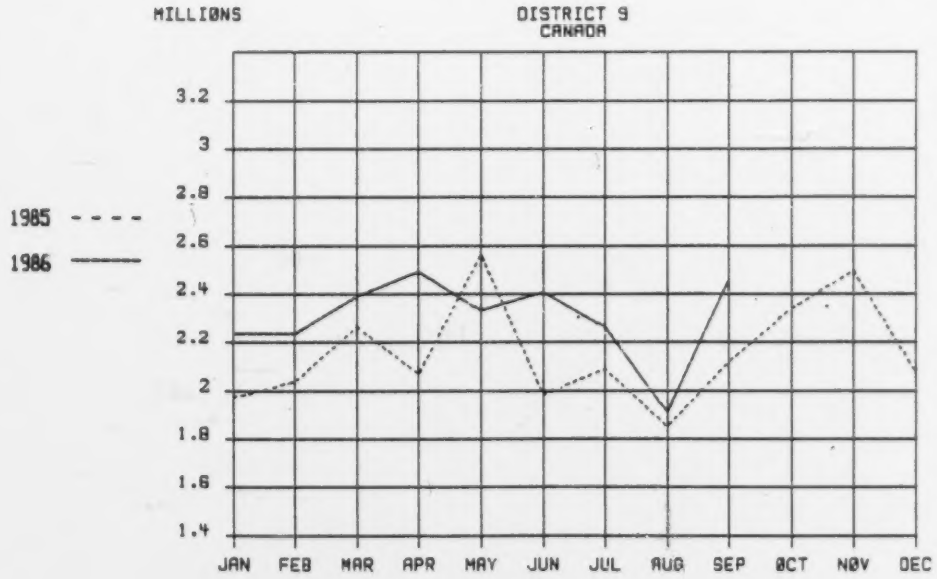
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8			
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.5	3.7	2.6	-0.9	-6.2	0.8	2.9	-6.0	-10.3			
% Change	Cumulative	2.5	3.1	2.9	1.9	0.2	0.3	0.7	-0.2	0.9			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2			
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5	-26.8			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	15.8			
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4			